Board of Trade Journal

Volume 198, No. 3814 Published by Her Majesty's Stationery Office 22 April 1970

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Front cover photograph

One of the most recent developments at the Manchester Docks has been the building of a Container Terminal – shown in the foreground of this picture. It serves the weekly Manchester/Montreal container ship service and day and night working make a 48 hour turnround possible for the 500 capacity container ships.

The Terminal Docks which are situated within a mile or so of the city centre mark the end of the 36-mile long waterway which links Manchester with the sea.

To its banks it has attracted much 'big business' wishing to take advantage of its facilities. Eastham, Ellesmere Port, and Stanlow are centres for the fast-expanding oil industry; Runcorn is a growing area for chemical production; Partington Basin handles varied petroleum products, and the Trafford Park Industrial Estate is the largest of its kind in Europe – all served by the Port of Manchester.

LATE ANNOUNCEMENTS

Budget: Import deposits

H. M. Customs and Excise announce that the rate of import deposits referred to in the Chancellor's Budget speech will be reduced from 40 per cent to 30 per cent *ad valorem* for goods entered with Customs on or after May 1 1970.

Note

The amount of import deposits depends on when the entry for the goods is presented to Customs. Goods liable to import deposits which are entered up to mid-night on April 30 1970 will have to pay the 40 per cent rate before they can be cleared.
Import deposits are repayable after 180 days.
Under the Customs (Import Deposits) Act 1969, import deposits will cease to be payable after December 4 1970.

Exports of certain ferrous materials

It was announced on March 25 that, with effect from April 13 1970, new minimum levels of fob prices of re-rollable or re-useable iron and steel products would be used in the consideration of applications for export licences for the materials concerned.
It has now been decided that tinplate and tinplate cuttings, at present included in classes 4 and 6 of the table of minimum fob prices, need to be separately classified. The table of prices is amended forthwith as follows:

	Far East	*Other Countries*
Class 7 plain tinplate and tinplate cuttings (including electrolytic)	£16	£18
Class 8 tinplate and tinplate cuttings—misprinted, lacquered or painted	£15 10s 0d.	£17 10s. 0d.

The existing entries for tinplate and tinplate cuttings in classes 4 and 6 should be deleted.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

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Air transport:	
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Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
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UK balance of payments (Q)	11 Mar. 1970
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Business names registered (A)	8 April 1970
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Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 April 1970
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Manufacturing industry. Census of production (A)	31 Dec. 1969
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Chemicals industry (Q)	28 Jan. 1970
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UK computer market (Q)	4 Feb. 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
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Electronics industry:	
Electronic capital equipment deliveries, research and development (Q)	11 Feb. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	25 Mar. 1970
ECGD business (Q)	11 Mar. 1970
Film industry:	
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Cinema admissions and takings (M)	1 April 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
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Value of overseas trade: analysis of trends (Q)	This week
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Assets and liabilities of finance houses (Q)	18 Feb. 1970
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Industrial development certificates refused (A)	9 July 1969
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N. Ireland index (M)	25 Mar. 1970
Insurance companies:	
Assets (A)	30 July 1969
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Machine tools, deliveries and orders (M)	25 Mar. 1970
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Analysis of production (Q)	11 Feb. 1970
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Industry's stocks (Q)	8 April 1970
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Average prices of selected commodities (A)	25 Feb. 1970
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Board of Trade Departments, etc. *Subjects*	*Last published*
Board of Trade addresses	18 Feb. 1970
Board of Trade Regional Organization	This week
British Commercial representatives overseas	This week
Customs notices of interest to exporters	4 Mar. 1970
Directory of Board of Trade Departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index - July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	21 June 1968
Programme of trade promotions	11 Mar. 1970

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ADVERTISEMENTS

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Aspects of marketing industrial products in the United States

by Ewen Fergusson, head of Industrial Marketing Section, British Trade Development Office, New York

TWO HURDLES face a British firm when it tries to sell in the United States market. The first is the American attitude to Britain and British businessmen, and the second, British misconceptions about the United States market.

United States attitudes

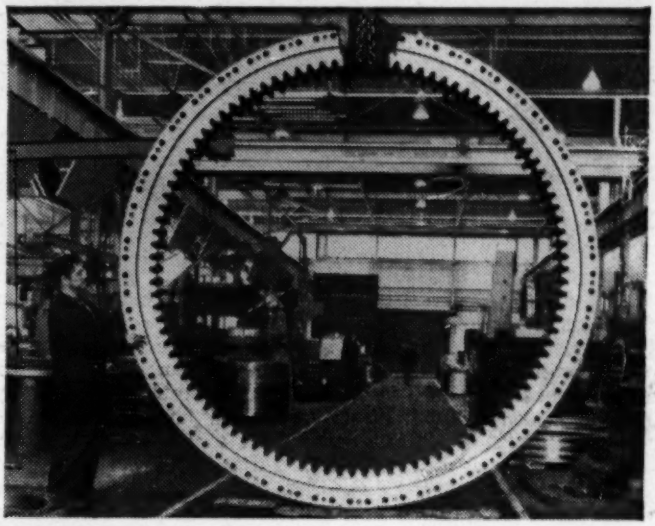
When you sit in the waiting room to see a purchasing agent in Tulsa, Oklahoma, you have a rarity value. You will get in to see him, leaving disconsolate faces among your local competitors. He may have served in Britain during the war and have sentimental memories of his time there. He knows about Rolls-Royce motor cars and likes Scotch whisky. Even if his father came from Central Europe, his own education, aimed at turning him into a regular American, was in English and the common thread through his country's history, culture and legal system is first dependence on and then emancipation from England. You have that much working for you. You will get in to see him. He will be cordial. But do not be deceived that this means he is just waiting to sign the purchasing order. He isn't.

A large proportion of middle grade business executives (those with whom in the main British industrial manufacturers in practice will be dealing) take a poor view of British industrial capability. Their opinion is more often than not based only on hearsay, a lack of understanding about the problems which we have faced in recent years, and a feeling that there is always something wrong in Britain. They believe, without bothering to examine the evidence for their belief, that British methods and management will not measure up to American standards. In their view these assumed weaknesses reflect themselves as follows:

(i) they are concerned at what they read and hear of British labour unrest, though by their standards it is the uncertainty rather than the frequency and duration of our industrial disputes which would be hard to live with;
(ii) they have heard 'from a man they know' that we are reluctant to adjust our products to the demands of their market;
(iii) they have come across United Kingdom bidders who do not seem to understand that bid specifications mean precisely what they say;
(iv) they believe that British deliveries are chronically unreliable;
(v) they doubt whether the British understand about 'time' as an industrial cost;
(vi) they fear that we will prove to be poor communicators.

They respect British engineering though their instinct is not to place it high in the league for innovation; they know that we can do research but see that we are slow at development for commercial exploitation. They assume that low British labour rates will be reflected in significant lower end-product costs and when, as happens, they are disappointed, they point to our low productivity as further evidence of management weakness or to our high costs as signs of an unreasonable cushion in the price. They have the impression that many of these failings are more noticeable in Britain than among our major competitors, Japan and Germany.

Of course, these typical Americans and this stereotype of their views are wrong, out-of-date and can easily be contradicted. We should not be selling over two billion dollars worth of goods a year to the United States if they were right all along the line. But we need to ask ourselves how these misapprehensions arose in the first place, how widespread they still are, and what we can all do to show they are not now, if they ever were, a 'true bill'.



One of ten taper roller slew rings, sold by Taperex Ltd., Hull, to an American company specializing in logging plant and ships deck machinery. The rings were among many orders Taperex have received from the United States, totalling approximately £186,000.

British misconceptions

The second hurdle is British attitudes to America and American business. Many British businessmen are deceived by the many similarities between our countries into thinking that the United States market is not all that different from home. It is – very.

The most hackneyed illustration of difference is that of size. It takes a long time to get round. It is further within New York State from New York City to Buffalo than from London to Edinburgh and further from New York to San Francisco than from London to Tehran. The difference in resources is even more striking. One state, California, is reputed to be equal in gross domestic product to all but seven countries in the world. In terms of economic size, the New York consular district is about as big as the United Kingdom. Eight individual United States corporations have annual sales larger than the British Defence Budget. And so on.

With rare exceptions, the United States giant needs no strategic raw material from outside. There is a market for virtually every product, and virtually everything can be manufactured, within the borders of the United States. Not surprisingly there is a low level of import dependence. Imports represent less than 5 per cent of American GNP. Of this 5 per cent nearly 30 per cent comes from Canada, rather more than from Japan, Germany and Britain combined. Britain's share is around 6 per cent, having kept fairly stable since 1962 with a high of 7 per cent in 1966 and a steady slow decline since then. Some part of this import share is of products like Scotch whisky which are unique to Britain, but for the most part we compete across a broad field of industrial products for an insignificant share of the United States market. Even if overnight we were to double our exports to the United States to

(*Continued on next page*)

MARKETING INDUSTRIAL PRODUCTS IN UNITED STATES, *continued*

about the level of Japan's, our share of the total market would still be less than one half of 1 per cent.

These otherwise very obvious remarks are worth spelling out because not every business visitor from Britain is aware of them. He should be, because points like these determine how he should tackle the market. The market will not adjust itself to suit him. Americans in industry have said to me many times that one major difference between the British approach and that of the Japanese, German and Swedes is that the latter start with the consciousness that they are going to a foreign country, that their own mehods, habits and language will be different from and unknown to Americans and that they must deliberately and painstakingly set about learning what is demanded in the United States. The British visitor, on the other hand, sometimes thinks that he comes to a country essentially the same as his own, and looks therefore on the differences between the two as aberrations from his own country's norm. He fails to study the market, the language and the customs and is less ready to attune himself to it. Not surprisingly the business sometimes passes him by.

Preparation

In order to clear the hurdles described above, it is thus advisable to approach the United States market without preconceptions. Because it is so different from our own, homework, both preliminary and on the ground, is recommended.

Homework in the marketing sense is easy to do. Of all countries in the world the United States has the most comprehensive range of national statistics on the size, structure and distribution of industry, its production figures and its export and import performance. Federal legislation requires corporations to disclose a wealth of information about their activities and with the help of a profusion of industral and general directories, buyers' guides, trade shows, trade associations, trade journals and commercially available market research service and credit reports, it is possible in most cases to build up an accurate picture of the market into which your product will be sold. It is also important to find out in advance what legislative and other barriers may exist, such as Federal or State regulations, Building Codes, Underwriters' Laboratories, NEMA and ASME codes etc. which may act as a constraint on the sale of a foreign manufactured product. Not all products fit neatly into the conventional classification. This does not mean that preparation is impossible, only more difficult.

Distribution

The United States is so big that it is difficult to know where to start. This is why so many British business firms take the obvious point of entry, in the centre of one of the three major industrial areas and the dominant import, financial, commercial and communications centre of the country, and base themselves in or around New York. They may be right; they may be wrong. It is sometimes argued that the United States consists of a number of distinct regional markets, each with its separate and comprehensive distribution systems and that one might start off one's marketing programme with equal chance in any one of them. Alas, this is not true. For many industrial products, there is one national market. Within it goods move freely according to the demands of what is still a relatively free market economy. Distribution patterns are as varied as the products themselves. Research should show where in your segment of the market the consumers are, where domestic production is and what are the local channels of distribution. That background and nothing else should determine the structure of how and where products will sell. Tactical decisions will be determined by factors like the availability of transportation from your manufacturing base, ports, air fields, warehousing and inland distribution.

Distribution, effective distribution, is the key to the market. From a desk in Britain it is impossible to make the regular contact with the man or men who make the purchasing decisions which is necessary for continuing sales. Unless you are very lucky, and have a unique product with decisive superiority in the market, getting business is a long and time consuming job demanding both management effort and money. In the early stages it may be possible to service accounts by regular visits from the United Kingdom but, in the long term, if the business grows, permanent representation will be required. It is often not just a question of putting across the merits of the products to the purchasing agent but of persuading consulting engineers, contractors and end-users etc. that your firm has not only manufacturing capability but also the management and financial strengths even to be put on the bidder's list. Not every major United States corporation matches Boeing's elaborate advance inspection procedures but the principle of three tier contact between supplier and purchaser – at the professional engineering level, at the level of purchasing management and at senior management level – is common form with many.

Good distribution is expensive because the mark-ups pay for brokerage fees, warehousing, transportation, invoicing and accounts receivable, secretarial services, office accommodation, service and spares back-up, and above all good people. These are expensive items in an expensive economy. They will seem very expensive compared with similar costs in Britain. The margin of price advantage which a British manufacturer who is looking at end-user costs thinks he can offer because of, for instance, his lower labour costs, often may not take into account the high distribution element in

(Continued at foot of next page)

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San Francisco—apparel conferences

THE BRITISH NATIONAL EXPORT COUNCIL announce that the San Francisco British Week Apparel Group is planning three selling conferences to encourage manufacturers to visit the market:

Nottingham: Albany Hotel, May 6.
Edinburgh: North British Hotel, May 13.
London: Café Royal (Marquise Room), May 20.

BNEC's colour film 'Target California' will be shown at these conferences.

Firms wishing to take part should contact Mr. D. W. A. Lewis, chairman, British Week San Francisco Apparel Group, 54 Grosvenor Street, London, W.1.

In addition the Group is planning five BNEC-supported sales visits to San Francisco as follows:

Women's wear: September 1970.
Men's wear: October 1970.
Knitwear: January 1971.
Men's wear: March 1971.
Women's wear: April 1971.

The presentation in Nottingham will be followed by the annual general meeting and dinner of the Hosiery and Knitwear Export Group at which Sir Peter Runge, chairman of BNEC will speak.

Articles on the California Trade Drive will be published in the *Board of Trade Journal* next month.

Mr. Mason speaks on Britains growing exports in United States and Canada

BRITAIN'S GROWING export trade was the theme of speeches made in Toronto, San Francisco and Los Angeles by Mr. Roy Mason, President of the Board of Trade, during his recent North American tour.

Mr. Mason spoke of British export expansion, of the visible trade surplus and of Britain's technological innovations – including hovercraft, the jump jet, automatic landing for aircraft, carbon fibres and nuclear power. Speaking in Toronto, Mr. Mason said:

'Since the year of the British Week, 1967, our exports to Canada have increased by 40 per cent to reach $800 million, or if you like we topped £300 million worth of exports for the first time. The other nice thing about the figure of our exports in 1969 was that it was exactly on the target.

'But we did not supply Canada by neglecting someone else. Our exports to the United States increased by about the same percentage. And we made giant strides also in West Germany, Belgium and Luxembourg, France, Japan and elsewhere last year. What this illustrates is that it is very rarely a case of "either or". We have been looking for, and getting, all-round export expansion, across the whole range of our manufacturing industry – across our traditional markets as well as those to which we are relatively new, as major suppliers.'

'It is interesting to note a few examples of our rising export strength,' said Mr. Mason in Los Angeles.

'Aircraft exports up 75 per cent in two years; radio and television sets up two-thirds; domestic electric equipment up 66 per cent; mechanical handling equipment up 55 per cent; road vehicles, scientific instruments, medicinal and pharmaceutical products, metal working machinery all up about 50 per cent; pottery and glass up 40 per cent; aircraft engines and office machinery up 35 per cent; internal combustion engines and agricultural machinery including tractors up 30 per cent.'

In San Francisco, Mr. Mason spoke on the California Trade Drive. It would, he said, be the biggest ever launched by Britain. 'It brings into play all the promotion techniques which we have developed and sharpened over the years. It includes the British Week in San Francisco in October 1971. You know a British Week is something distinctive, something which has happened now in only a dozen of the world's major cities. It's a rarity, something special. It's a distinction in which we are very selective about the cities we choose as the venues for such an occasion.

'I will say little about it today, because we are inaugurating it at a special ceremony here in San Francisco on May 26 and I do not want to anticipate that occasion.

'It is sufficient to say that in a British Week as well as stocking the stores with quick-selling British merchandise, we take the opportunity to put ourselves on show with some spectacle and colour. So don't plan to be out of town from October 1 to 9 next year.'

PRESIDENT MEETS FINNISH ECONOMIC JOURNALISTS

Economic editors from Finland, visiting Britain as guests of HM Government, chatting to Mr. Roy Mason (right), President of the Board of Trade, on April 14. The Finnish visitors are, from the left: Mr. E. B. Zilliacus, senior reporter, Hufvudstadsbladet; *Mr. O. K. Aro, economic editor,* Kauppalehti; *Mr. J. E. O. Haikonen, economic editor,* Uusi Sumoi; *and Mr. A. O. Aarrekorpi, economic editor,* Turun Sanomat.

MARKETING INDUSTRIAL PRODUCTS IN THE UNITED STATES, *continued*

United States prices. He must also recognize that his United States competitor often makes up for high labour costs by more intensive use of capital, superior value engineering and more highly organized and controlled production techniques. In addition, the foreign supplier must offer something to compensate for his foreignness. A purchasing agent who puts his name to a purchase order from abroad is sticking his neck out. No theoretical price advantage will save him if the goods fail to appear or do not meet specification when they do. It is irrelevant that a local supplier might perform no differently. There is undeniably a double standard. The upshot, however, is that the risks he takes in buying foreign must be paid for. Unless a foreign product has unique advantages, in which case it can fetch almost any price, it has to match United States competition in every respect, delivery, specification, back-up services etc. and in addition offer a 10-15 per cent price advantage.

Conclusion

The United States is the largest single market in the world. Whatever the short term problems facing its economy, the forecasts for the United States for the late 1970's and 1980's speak of an enormous increase in the total size of the market. Within this market some sectors will expand faster than others, perhaps because of the pressure of consumer demand or because American research and development have produced a decided technical advantage. Other sectors will remain relatively static. From the United Kingdom point of view it hardly matters. Even within the slowest moving market sectors there will be narrow segments within which valuable business can be found by the right British firm with the determination to succeed. One quality above all is needed – commitment.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Division is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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"At 31st December 1969, the long-term funds, for the first time in our history, amounted to over £1,000 million." Viscount Harcourt—Chairman

Management Reorganisation

On the 1st July, 1969, the four general managers were appointed as directors of the Society.

The executive responsibilities of the four general managers are a vital part of the management development and reorganisation which has been going forward for some time and has already been rewarded by tangible results in improved performance and increased efficiency.

Life, Pension, and Other Long-term Business

New sums assured (net of reassurances) were £572 m. (1968—£522 m.)

Yearly premium income on new business (net of reassurances) totalled £14·5 m. (1968—£15·3 m.)

Total premium income (net of reassurances and excluding immediate annuity consideration) was £106·6 m. (1968—£99·7 m.)

Proportion of total premium income relating to overseas business was 21% (1968—20%)

Total assets at end of year amounted to £1,037·9 m. (1968—£959·6 m.)

General Insurance Business

The results of our general insurance business (excluding Marine) have been very satisfactory—over £1 m. profit transferred.

As a consequence of the abolition of tariff rates for motor insurance the year started with a great deal of uncertainty in that field. The Society did not introduce novel forms of motor policies at heavily reduced rates, but restricted itself to more modest rate reductions in certain selected areas. Although there was an overall reduction in the premiums for that class of business, the Society—contrary to the general trend—has maintained the existing level of normal rates for private motor insurance for the current year.

The reduction of premium income for motor business has been more than offset by the development of other classes and the total premiums of £15·9 m. represents an increase of some 5·2% over those for 1968.

Marine Insurance

The premium income for 1969 increased by nearly £113,000 over that for 1968, a growth of 5·5%.

Dividend Policy

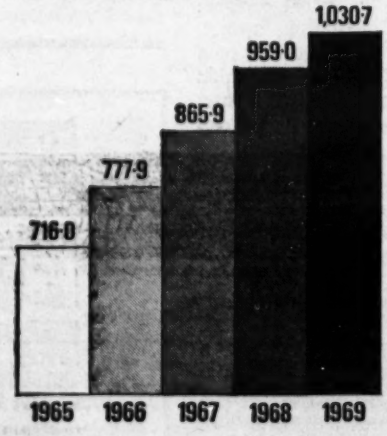
When considering the 1969 dividend the Board thought it right and proper to have regard not only to past dividend restraints imposed by the Government but also to the substantial balance standing to the credit of the profit and loss account. It is equitable that the excess over and above a prudent balance on the profit and loss account should over the next few years be distributed to shareholders.

The Board therefore recommends a final ordinary dividend for the year 1969 of 9·5 pence per share which brings the total ordinary dividend for 1969 to 16 pence per share. Furthermore, in view of the circumstances explained above, the Board recommends in addition a special dividend of 5 pence per share. The cost of the ordinary dividend is £4,000,000 and of the special dividend £1,250,000. The total distribution to shareholders for 1969 therefore amounts to £5,250,000.

Even after the provision for the improved bonuses declared for with-profits policyholders, the proportion of total surplus in the long-term funds which has been transferred to shareholders' funds still remains high, indeed substantially higher than in comparable life offices. One must bear in mind, however, that there will tend to be some reduction in the proportion, though not I anticipate in the absolute amount, transferred to the proprietary funds. This expectation is subject to our continuing to transact a substantial and well-balanced volume of business, which we confidently expect to do. Our fire and accident business has been doing very well and even if a repetition of such a good underwriting year as 1969 can hardly be relied on in the present difficult conditions we look to a continuing profit from an expanding business, all of which accrues directly to shareholders.

LEGAL AND GENERAL
ASSURANCE SOCIETY LIMITED

TOTAL FUNDS
As at 31st December £million



The Annual General Meeting will be held at Temple Court, on Wednesday, 13th May, 1970. Copies of the full Statement and the Report and Accounts may be obtained from the Secretary, Legal and General Assurance Society Limited, Temple Court, 11 Queen Victoria Street, London EC4.

President on changing pattern of world trade

BRITAIN'S trade pattern underwent a major 'transformation' during 1969 with particular emphasis on the faster growing markets of Europe and North America.

Mr. Roy Mason, President of the Board of Trade, told the House of Commons on April 16 in the Budget debate that the nation was placing less reliance on the older traditional markets than in the past.

'But not everyone appreciates how far and how fast the transformation is going,' he said. 'Let me demonstrate this by picking three years: two in the past; and one in the future. I begin with 1958, the last year before the present European economic pattern began to take shape, the year before the European Economic Community began to make its tariff changes, and when EFTA was as yet unborn. In that year, getting on to half – 38 per cent – of our exports still went to the Commonwealth, 28 per cent to the EEC countries, EFTA and the Irish Republic and 9 per cent to the United States. Japan with 0.6 per cent of our exports scarcely counted as a market. By 1969, the pattern had changed quite sharply. The figure for Western Europe had risen to nearly 40 per cent. The proportion going to the United States had risen from 9.2 per cent to 12.4 per cent. Japan took 1.8 per cent of our exports – still a small share – but a threefold increase over the 11 years. On the other hand, our exports to the Commonwealth had fallen to 26 per cent of the total. So he pattern, therefore, of our export trade is changing and the change is quite striking.

'Now let us look forward. What will the position be in the second half of the 1970s. The uncertainties are great. But we must assume that the trend of the last decade – based on the faster growth of the industrialized economies– will continue. And if, as I hope, we join an enlarged Community our trade with Western Europe will be given a powerful additional impetus. Between 1958 and 1968 our exports to the Community rose two and a half times. Over the same period, trade within the Community rose by no less than four times. No one, on this basis, can predict to the last percentage point what our pattern of trade will be in the mid-seventies. But the share of our partners in Western Europe of our total exports would probably be getting on to half. The share of the Commonwealth will have dipped well below a fifth. Our exports to the United States – as to Japan – will no doubt have risen.

'Two-thirds or more of our export trade will be with the highly industrialized countries of Western Europe and North America.'

He said that there was a tendency on the part of some commentators to write off Government policy as a factor in our export achievements of the past two years on the grounds that it was simply a reflection of a great boom in world trade.

'Certainly world trade was very buoyant,' he said 'and even under what I may call the old regime we could have expected a sizeable increase in our exports. But, as an analysis of our performance in relation to world trade will show, not an increase anything like what we in fact achieved.

'The House will, I hope, bear with me if, to demonstrate this point, I have to quote some figures which will be new. These show for certain recent years of fast growth in world trade the rate of growth in the volume of United Kingdom exports of manufactures expressed as a percentage of growth in volume of world trade. In 1960, the figure was 38 per cent. In 1964, the last year when we had a different Administration, it was 33 per cent. That is, in those years while our exports expanded, the expansion was much slower than that of world trade; or to put it another way, our share in world trade fell significantly.

'But for 1969 the corresponding figure was above 90 per cent. That is, our exports increased nearly as much as world trade as a whole; and our share was broadly held.

'This is a complete transformation of experience, a complete reversal of past trends. This cannot be due to world trade alone. We are talking about an improvement in our performance in relation to world trade. This is the proof both of devaluation and of the reshaping and reinvigoration of the British economy which Government policy has played a vital rôle in bringing about.'

Mr. Mason went to say that the figures for the first quarter of 1970 suggested that this would be a good year also. It was true that world trade was likely to grow less rapidly than in the last two years; and while import prices should not rise against us as fast as last year, the somewhat higher rate of growth in the domestic economy would lead to a rather sharper rate of increase in the volume of imports.

As against this, the prospects for world trade, if less outstanding than in the last two years, were still well up to the trend of the last decade, and the opportunities for our exporters were there. Our visible trade had shown a marked improvement and the underlying trends and future prospects for exports and the balance of trade continue to look favourable. Export orders, in particular, were still continuing to grow and the competitive advantage conferred by devaluation continued as an important factor in the general situation.

The state of order books for engineering exports, with orders still coming in 15 per cent faster than current deliveries and orders on hand 30 per cent higher than a year ago, were one indication that the opportunities would be taken; and the rather easier credit conditions which would result from the cut in Bank Rate and the expansion in domestic credit would reduce the problems that exporters had on that front.

Turning to the changes in the pattern of our export markets, Mr. Mason referred to less reliance on the old traditional markets in the Commonwealth and increasing concentration on the faster growing industrial markets in Europe and North America.

Mr. Mason added first that North America, Canada and Europe were better able, because of their development and the growth in their economies, to be able to take our sophisticated manufactures, of which we produced a lot. This was not true of many Commonwealth countries. And second, that so far as South-East Asia and part of the Commonwealth was concerned, there were other forms of economic groupings taking place such as the Association of South-East Asian Nations. This was quite natural and part of the changing pattern of trade.

'These are dramatic changes over a period of less than 20 years. They will mean changes not only in markets, but in the types of goods sold and in the technique of export selling. And we for our part have to look continually at the way our export services are geared to the demand and the distribution of our effort in personnel and money between different markets.'

After outlining the services provided by the Government for exporters, Mr. Mason referred to the major contribution invisibles had made to the improvement of our position and paid tribute to the Committee on Invisible Exports under the chairmanship of Mr. Cyril Kleinwort.

'Economic Background to Budget' – page 1093.

Mr. Mason to visit the Potteries

MR. ROY MASON, President of the Board of Trade, continues his programme of visits to British exporters when he goes to the Potteries on April 24.

Mr. Mason will lunch with the British Pottery Manufacturers' Federation at Federation House, Stoke-on-Trent after visiting Wedgwoods Factory at Barlaston in the morning.

Budget changes affecting trade and industry

THE FOLLOWING ITEMS of interest to trade and industry were included in the Budget statement by Mr. Roy Jenkins, Chancellor of the Exchequer, to Parliament on April 14:

Bank Rate reduced from 7½ per cent to 7 per cent;

A 5 per cent increase will be allowed in Bank lending in the coming year, mainly for exports and productive investment in manufacturing, agriculture and the building industries;

Rate on import deposits reduced from 40 per cent to 30 per cent;

Increase in initial allowances for industrialized buildings (from 15 per cent to 30 per cent and to 40 per cent in development and intermediate areas and in Northern Ireland);

Abolition of stamp duty on cheques and receipts.

Lord Brown on British industry in Sweden

CRITICISMS MADE of Britain sometimes centred on the belief that it was too busy keeping up with its own traditions to keep up with the modern world, as well as on the image of 'swinging London', but these impressions were not as damaging as another picture of Britain as a country crippled by strikes, delivering her goods late and tottering on the brink of economic chaos. Speaking at the British Chamber of Commerce in Stockholm on April 16, Lord Brown, Minister of State, Board of Trade, went on to say that the British motor industry had received perhaps more than its fair share of publicity about labour troubles. However, despite these troubles, it was selling more and more cars abroad and 1969 had been a record year for export sales to the world.

Turning to delivery dates, 'the subject of hard words on occasion, not least here in Sweden,' Lord Brown said he was not going to pretend that such complaints were always groundless.

However, it seemed clear that after going through a bad patch some years ago we were today neither better nor worse than the majority of our competitors. 'We are very big operators in world markets and even if the percentage of orders delivered late is tiny this can result in far more buyers being annoyed than are upset by late deliveries from a smaller country, even with a higher rate of failure.

'We are not complacent, nor is it a platitude when I assure you that we are working to improve the position. But we would not be exporting goods and services at the rate of some £10,000 million, that is 125,000 million Swedish crowns, per year if we were complacently jogging along failing to take these problems very seriously indeed.'

Lord Brown led into the subject of Anglo-Swedish trade through the wider context of European trading arrangements. It was now 12 years since the establishment of the European Economic Community and 10 since the signing of the Stockholm Convention. Each country could look back with satisfaction on the success of EFTA. The creation of a free trade area with a market of 100 million people had been a major achievement. 'EFTA has certainly reinforced the traditional trading links between the United Kingdom and the Scandinavian countries but it has also done a great deal more,' said Lord Brown. 'Trade between EFTA member countries has increased by value 2½ times in the last 10 years. I am optimistic about the future of Anglo-Swedish trade. Since 1967 we have been your best customer taking 15 per cent of your total exports valued last year at £330 million. You are one of our most important export markets and last year we exported just over £300 million worth of goods, an increase of some 15 per cent on 1968. Over the past decade Anglo-Swedish trade has nearly trebled in value. That's a pretty good record for our trade relations.'

Mrs. Dunwoody speaks on the role of hotels in marketing

'AN HOTEL can be regarded as an essential piece of marketing equipment for the modern commercial or industrial enterprise', said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, opening the new Golden Egg Hotel in Birmingham on April 15. 'The value of good hotel accommodation to the business community has never been more important than it is today. Quick travel by air, by Inter-City rail links and along the new motorways makes the personal visit to a factory or to a business conference a practical possibility in a way that would have been unthinkable only a few years ago. I am not now thinking only of our own businessmen. We are getting an ever-increasing number of overseas business visitors. Indeed today one in five of all the visits made to this country are for business purposes – and that adds up to something like a million business visits a year.'

Mrs. Dunwoody said that a prospective client's impression of the firm he was dealing with would also be influenced by the sort of facilities he found in its home town. This might be very unfair but it was unavoidable. People were unlikely to carry away an overall impression of brisk efficiency if they could get the sort of hotel accommodation and service that they were used to elsewhere. Increasingly, the demand was for a room with a private bath, quiet but in a conveniently central situation. 'But this is not the end of the matter' she continued. 'I see far too many complaints about the difficulty of getting meals at odd hours outside London. A sore point for many people is the difficulty of getting dinner after 8.30 at night. A businessman over for an important conference simply cannot be expected to tailor his talks to the opening times of an hotel dining room.

'I am quite convinced that the future profitability of our hotel industry rests very largely on securing improvements in efficiency. I am well aware of the problems facing our hotels, particularly those outside London. In important business centres like Birmingham, the hotels are often full up from Monday to Thursday and virtually empty for the remaining three days of the week. It is not easy to make a large investment pay off when it is under-used to this extent. Improved marketing techniques are already doing much to create a higher level of demand at off-peak periods. But it is also up to the local community to support its hotels and to make use of the facilities which they offer.'

'Encouraging rise in paper and board exports'

—Mrs. Dunwoody

THE 'VERY SUBSTANTIAL INCREASE' in exports of paper and board was noted by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, speaking at the British Paper and Board Makers Association Export Promotion Conference on April 16.

Mrs. Dunwoody said that in round figures the increase was from £33 million in 1967 to £49 million last year, nearly a 50 per cent rise in the space of two years – with a near comparable increase in exports of manufactures of paper and board, from £20 million to £29 million in the same period. 'This is no mean achievement by any standards,' said Mrs. Dunwoody, 'and I realize very well that these bald figures are only the statistical expression of the considerable amount of marketing and production effort which have gone to achieving an export increase of this magnitude. And this has been achieved in the face of keen competition from other supplying countries, in what is essentially a buyers' market situation.

'It is significant, I think, that the increases are spread over such a wide range of markets, and including the Common Market countries and other highly industrialized countries, some with well developed paper industries of their own. This is a tribute to the technical skill and know-how of the industry in producing and marketing the high-value speciality grades which form a high proportion of the requirements of such markets.

'I know that the paper and board industry has undergone many changes in recent times and that you are constantly readjusting yourselves to new conditions and new situations. Government departments are – or at any rate are thought to be – traditionally slow to change but we in the Board of Trade have recently taken a hard look at the export promotion services we provide and, as the President announced a little time ago, we have reorganized ourselves to provide in the 1970s what I hope you, the exporters, will find to be an even more effective service. You will be hearing more about this from the team who will speak to you this afternoon representing the Board of Trade, ECGD, the Foreign and Commonwealth Office and our friends in the British National Export Council.'

REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Mr. C. W. Hayward (right), group chairman of Firth Cleveland Ltd., presenting the Group's Export Cup to Mr. C. Williams of Firth Cleveland Fastenings Ltd., winner of the Group's new export incentive award scheme held for the first time this year. Runners-up in the export merit table were Boscombe Engineering Ltd. First prize in the scheme was a voucher worth 40,000 air miles to aid 1970 export efforts. The scheme created fierce rivalry among member companies and ensured that Firth Cleveland broke all Group export records in 1969.

Application for increase of import duty on alkylphenol ethoxylates

THE BOARD OF TRADE are considering an application for imposition of a 10 per cent full rate of import duty on alkylphenol ethoxylates classified ex Tariff subheading 34.02(B)(1).

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed to the Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than May 13.

Any representations which interested parties may wish to make in connection with the application should be submitted in writing to the Board of Trade at the above address. Such representations is summarized form and without attribution to source may be passed to the applicants for comment. Those making representations should stipulate any particular points which they do not wish to be disclosed.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Open General Licence for iron and steel scrap to be revoked

THE CURRENT Open General Licence permitting the export of iron and steel scrap in the form of turnings and borings not exceeding an f.o.b. value of £25 per ton will be revoked as from June 1.

The new arrangements, which are being made at the request of the Ministry of Technology, reflect the increased activity of the iron and steel industry which has led to record levels of home demand for all grades of ferrous scrap. In order to minimize the difficulties of those engaged in exporting scrap, this announcement of the intention to alter the present licensing arrangements is being made some weeks in advance. It is expected that United Kingdom iron and steel makers will be able to accept any consignment of turnings or borings.

Inquiries should be made to the Board of Trade, Export Licensing Branch, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 3559). Copies of the Instrument of Revocation will be obtainable shortly from HMSO, 49 High Holborn, London, W.C.2, and branches.

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 6.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.12	Chloroacetaldehyde	45% aqueous solution of chloroacetaldehyde	December 31, 1970	13424
29.15	Itaconic acid	Itaconic acid refined	December 31, 1970	8203

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of a wide range of British products in most overseas countries are available to exporters from the Export Services Division of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245).

Franco-British Films Co-production Agreement

THE FILMS CO-PRODUCTION Agreement between the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the French Republic came into force on November 6, 1965, and has been renewed for three successive periods of 18 months up to May 5, 1970. Under the provisions of Article 9 the two Governments have now amended Articles 6 and 8 of the Agreement to provide for the Mixed Commission to meet not less than once every 12 months instead of once every six months and to provide for the automatic continuance in force of the Agreement for further successive periods each of 18 months without the formality of renewal. The text of the amended Articles is as follows:

'ARTICLE 6

There shall be a Mixed Commission composed of representatives of each Government to supervise and review the working of the Agreement as well as, where necessary, to make proposals to the Contracting Parties for its modification. The Mixed Commission shall meet within one month at the request of either Contracting Party and in any event not less frequently than once every 12 months. Its meetings shall be held alternately in Great Britain and France.

'ARTICLE 8

(1) This Agreement shall remain in force for a period of 18 months from the date of its entry into force. The Contracting Parties may decide to continue it in force for further successive periods each of 18 months. Failing such a decision before the end of any period the Agreement shall terminate at the end of that period.

(2) Notwithstanding the provisions of paragraph (1) of this Article, this Agreement shall, with effect from May 6, 1970, automatically continue in force for further successive periods each of 18 months unless denounced by either Contracting Party. Notice of denunciation shall be given in writing to the other Contracting Party, not later than three months before the end of any such period of 18 months and the Agreement shall in that event terminate on the conclusion of that period.'

In addition the text of paragraphs (ix) (d) and (xiv) of the Annex to the Agreement has been varied for the purpose of clarification. The text of these paragraphs as amended is as follows:

'(d) The music for films covered by this Agreement shall be performed by nationals or residents of the country which has the major financial participation. Any music specially composed for a film covered by this Agreement shall be composed by nationals or residents of the country which has the major financial participation Any departure from these rules must be approved by the competent authorities of each country acting jointly.'

'(xiv) Conditions of work in the making of co-production films shall be those prevailing in the country of major financial participation except in the case of shooting in the country of minor financial participation in which event conditions of work of that country shall apply.'

All inquiries relating to this notice should be addressed to Films Branch, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2203).

Notes:

The Agreement (Cmnd. 2898) came into force on November 6, 1965, and was modified by an Exchange of Notes between the two Governments (Cmnd. 3349) on May 3, 1967.

Films made in accordance with the Agreement are treated as British films for quota and levy purposes.

Five co-production films have so far been approved under the Agreement.

The Film Production Association of Great Britain and the Federation of Film Unions were fully consulted in regard to the amendments to the Agreement.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

European Patent Conventions

A NOTICE in the *Board of Trade Journal* of March 11 announced the publication of the first draft of a European Patent Convention, a general report on the draft and reports on individual sections of the draft. A copy of the draft Convention and of the reports, both in English, are now available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

This Convention will provide for the examination by a European Patent Office of patent applications from all member countries of the Convention and such others as may be agreed. The European Office will grant a European patent having the effect of a national patent in contracting countries not members of the EEC.

A draft of a second Convention which provides that the European patent shall be treated as a single patent within the EEC and prescribes various rules governing its use there has now been published. An English translation is being prepared and will be available in due course. In the meantime copies of the draft in the four languages of the Community, the French title of which is 'Premier Avant-Projet de Convention Relative Au Brevet Européen Pour Le Marche Commun', may be purchased for 70 Lux fr. Orders should be sent to Office des ventes des publications des Communautés Européens, Case Postale 1003, Luxembourg/gare, 37 rue Glesener, Luxembourg. Remittances for orders should be made payable to Publications Office of the European Communities, Bank Account No. r 101/6830, Banque Internationale á Luxembourg.

More influential Central Training Council urged

A STRONGER Central Training Council (CTC) to supply more initiative and influence from the centre, is recommended in a report (Review of the Central Training Council: Report of a Committee under the Chairmanship of the Rt. Hon. Frank Cousins, Cmnd. 4335, HMSO, price 2s. 3d. net) on the CTC's functions and organization, published on April 15. The idea of a central training authority with executive powers over Industrial Training Boards (ITBs) is rejected in favour of the existing advisory character of the CTC.

The CTC was set up under the Industrial Training Act 1964 to advise the Secretary of State for Employment and Productivity on the exercise of her functions under the Act and on any other matter relating to industrial or commercial training she may refer to it.

The report sets out the findings of a committee of the CTC, under the chairmanship of Mr. Frank Cousins, which was charged by Mrs. Barbara Castle, First Secretary and Secretary of State, with reviewing the functions and organizations of the CTC and recommending whether any changes are necessary.

Proposed changes in scope of Distributive Industry Training Board

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, proposes to amend the scope of the Distributive Industry Training Board. The amendments to Schedule 1 of the Industrial Training (Distributive Board) Order 1968 (Statutory Instrument 1968 No. 1032) were circulated to interested organizations on April 10.

The effect of the principal amendment is to exclude from the scope of the Board wholesale dealing in chemicals by companies whose chemical manufacturing activities are carried on by associated companies outside Great Britain. Other amendments are proposed to clarify the Order.

Any organization that considers it has an interest in these amendments and has not yet received a copy of them, should apply to the Department of Employment and Productivity, 168 Regent Street, London, W.1. Observations should reach the Department by May 7.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* Journal.

The Queen's Award to Industry, 1970

THE FIFTH LIST of recipients of The Queen's Award to Industry was announced formally on April 21. There are 104 recipients.

Of the 104 recipients, 74 have been cited for export achievement alone, 25 for technological innovation alone, and five for achievement in both fields.

The recipients represent a very wide spread of industrial activity and size of company. Scotland, Wales and Northern Ireland and all regions of England are represented. Units whose achievements are additionally cited are not necessarily located in the same region as the headquarters of the concern on which the Award is formally bestowed.

Award Holders 1966, 1967, 1968, 1969 and 1970

Numbers are:

Recipients	1966	1967	1968	1969	1970
Total	115	85	85	99	104
For exports	86	48	60	69	74
For technology	11	28	17	24	25
For both fields	18	9	8	6	5

As last year the unit responsible for the achievement, rather than the parent organization, has been cited wherever possible. Consistently high standards have been applied in both export and technological fields.

Repeat successes

Holders of one or more previous Awards who have been honoured again are listed in the annex to the main list. These 47 repeat Award winners include nine holders of the Award in two previous years, six concerns who have won the Award in three previous years and two who have been successful in all four earlier years. Recipients of repeat export Awards have been judged to have shown further outstanding performance since receiving the earlier Award and repeat Awards for technology have recognized quite different innovations.

Design and display of the emblem

Award holders are entitled to use the emblem shown in the heading of this article on flags, plaques, lapel badges, note-paper, packaging or goods. Instructions and advice on the use of the emblem are contained in a manual supplied to all recipients.

Presentation ceremonies

With the formal Grant of Appointment recipients of the Award will receive a representation of the emblem cast in stainless steel and encapsulated in a transparent plastic block. Presentations will be made by Her Majesty's Lieutenants of Counties (or the Governor of Northern Ireland), normally at the main factories of Award holders. In this way many of those who have contributed to the outstanding achievement can be present at the ceremony. Experience in previous years has shown that these local presentation ceremonies are a great success.

Notes:

The Queen's Award Scheme at present in operation, and under which the 1970 Awards have been made, is based on the recommendations of a committee chaired by the Duke of Edinburgh. The report of this committee, available from HMSO, was published on August 3, 1965, and the Government accepted its recommendations in full.

One of the committee's recommendations was that the scheme should be reviewed after five years of its operation. In accordance with this the Prime Minister has appointed a committee under the chairmanship of Lord McFadzean to review all aspects of the scheme, including its nature and scope. This committee has been sitting during recent months and is taking into account representations received from trade organizations, firms and individuals. It is expected to report to the Prime Minister in a few weeks time and that any changes will be implemented in the arrangements for the 1971 Awards.

The purpose of the present scheme (as set out in the Royal Warrant of November 30, 1965, instituting and creating the Award and published in the *London Gazette* of March 22, 1966) is to recognize outstanding achievement by British industry either in increasing exports or in technological innovation, or in both. The Award is related to the production of goods in the United Kingdom by any branch of British industry, including agriculture and horticulture. Export achievement is based on the direct export of goods by their manufacturers. In the case of technological achievement, Awards are made for finished products or processes resulting from or involved in the normal course of commercial production and leading to increased efficiency. The Award is made to organizationes and not to individuals.

The Awards, which have been announced each year on the Queen's actual birthday, April 21, are held for five years, i.e. for recipients this year to April 20, 1975, with entitlement during that period to use the Emblem of the Award in a variety of ways referred to above. Industrial concerns already holding Awards have been able to apply for and receive further Awards during the currency of any Award, and any unsuccessful applicants to apply again. The arrangements for future years will depend on the outcome of the review.

Selection machinery

The Awards have been made by the Queen on the advice of the Prime Minister; in making his recommendations, he was assisted by a committee which included representatives of industry and the trades unions. Its membership was:

Sir William Armstrong – chairman, Head of the Home Civil Service
Lord Black
Sir Richard Clarke – Permanent Secretary, Ministry of Technology
Mr. W. Ernest Haynes – representing the Trades Union Congress
Sir Eric Mensforth – chairman of the Council of Engineering Institutions
Sir Arthur Norman – president, Confederation of British Industry
Lord Kings Norton
Sir Antony Part – Permanent Secretary, Board of Trade
Sir Peter Runge – chairman, British National Export Council.

The committee was served by two official sub-committees, the Export Sub-Committee chaired by Sir Antony Part and the Technological Sub-Committee chaired by Sir Richard Clarke.

(*Continued on next page*)

THE QUEEN'S AWARDS, 1970

The Queen has been graciously pleased to confer Her Award in 1970 upon the following industrial concerns in recognition of their efficiency as demonstrated by outstanding achievement by them, or by the industrial units cited, in increasing exports or in technological innovation, or in both.

			Nature of principal products exported
Adams Powel Equipment Ltd.	Gateshead	For export achievement	Concrete roof tile machinery
Appledore Shipbuilders Ltd.	Appledore, Devon	For technological innovation in self-unloading sand dredgers	
Astral Caravan Co. Ltd.	Hull	For export achievement	Caravans
Austin & Pickersgill Ltd.	Sunderland	For export achievement by that company and by Bartram & Sons Ltd., Sunderland	Cargo ships
Automatic Systems Laboratories Ltd.	Leighton Buzzard	For technological innovation in automatic precision measuring instruments	
Autoflow Engineering Ltd.	Rugby	For export achievement	Optical lens grinding machinery
J. C. Bamford Excavators Ltd.	Uttoxeter	For export achievement	Earthmoving and construction equipment
Beecham Group Ltd.	Brentford	For export achievement by the Pharmaceutical Division	Human and veterinary medicines
Bevan Funnell Ltd.	Newhaven	For export achievement	Reproduction furniture
Black & Decker Ltd.	Maidenhead	For export achievement	Power tools
British Aircraft Corporation Ltd.	London, S.W.1	For export achievement	Airframe and aerospace products
British Copper Refiners Ltd.	Prescot, Lancashire	For technological innovation in the development of a continuous casting method for the production of copper anodes	
British European Airways Corporation	Ruislip, Middlesex	For technological innovation in the automatic landing of aircraft	
British Leyland Motor Corporation Ltd.	London, W.1	For export achievement	Motor vehicles
The British Petroleum Co. Ltd.	London, E.C.2	For technological innovation in the development of a selective hydrogenation process for petroleum refining and, jointly with Geigy (U.K.) Ltd., in the development of a synthetic lubricant for supersonic aircraft engines	
British Ropes Ltd.	Doncaster	For technological innovation in steel rope by the Steel Division	
Britten-Norman Ltd.	Bembridge, Isle of Wight	For export achievement	Light aircraft
John Brown Engineering (Clydebank) Ltd.	London, S.W.1	For export achievement	Industrial gas and steam turbines, and marine steam turbines
Brush Clevite Co. Ltd.	Southampton	For export achievement	Electronic components
B.T.R. Industries Ltd.	London, S.W.1	For technological innovation in steel cord conveyor belting	
Butyl Products Ltd.	Billericay, Essex	For export achievement	Impermeable membranes and produce storage units made from butyl sheeting
Cambridge Scientific Instruments Ltd.	Cambridge	For export achievement by the Electron-Probe Unit	X-ray microanalysers and scanning electron microscopes
The Cementation Co. Ltd.	Croydon	For technological innovation in chemical grouting by the Research and Development Department, Rickmansworth	
Chloride Overseas Ltd.	Croydon	For export achievement	Battery manufacturing machinery
Clark Equipment Ltd.	London, E.C.2	For export achievement by the Construction Machinery Division	Earthmoving equipment and industrial trucks
Computer Technology Ltd.	Hemel Hempstead	For technological innovation in the production of a modular computing system	
William Cotton Ltd.	Loughborough	For technological innovation in the electronic control of knitting machines	
Coulter Electronics Ltd.	Dunstable	For export achievement	Electronic particle sizing equipment
Courtaulds Ltd.	London, W.1	For export achievement by the Synthetic Fibres Division, Coventry, and for technological innovation in developing special acrylic fibre for carbon fibre by the Research Division, Coventry, and in the production of 'Vincel' fibre by that Division, and the Viscose Division, Manchester	Acrylic fibre
Coventry Gauge & Tool Co. Ltd.	Coventry	For export achievement by the Machine Tool Division	Machine tools
Crane Packing Ltd.	Slough	For technological innovation in marine stern tube seals	
Cummins Ltd.	Darlington	For export achievement	Diesel engines

			Nature or principal products exported
Darlington & Simpson Rolling Mills Ltd.	Darlington	For export achievement	Steel sections
Deering Milliken Ltd.	Bury	For export achievement	Industrial textiles
John Dewar & Sons Ltd.	Perth	For export achievement	Scotch whisky
Dexion Ltd.	Wembley	For export achievement	Storage systems
Dimo Ltd.	Cwmbran, Monmouthshire	For technological innovation in automatic aluminium die-casting machinery	
Doulton Fine China Ltd.	Stoke-on-Trent	For export achievement	Bone and translucent china
The Dunlop Co. Ltd.	London, S.W.1	For export achievement and for technological innovation in the production of integral floating hose, both by the Hose Division, Gateshead-on-Tyne	Rubber hoses
Efco Ltd.	Sheerwater, Surrey	For export achievement by the Electro-Chemical Engineering Division	Electroplating and metal treatment machines
Elliott Flight Automation Ltd.	Rochester	For export achievement and for technological innovation in digital cathode ray tube displays	Aviation electronic equipment
English Drilling Equipment Co. Ltd.	Huddersfield	For export achievement	Drilling and water well equipment
Esso Chemical Ltd.	London, S.W.1	For export achievement	Chemicals
Ethicon Ltd.	Edinburgh	For export achievement	Surgical sutures
Garrard Engineering Ltd.	Swindon	For export achievement	Record playing equipment
Geigy (U.K.) Ltd.	Manchester	For technological innovation jointly with The British Petroleum Company Ltd., in the development of a synthetic lubricant for supersonic aircraft engines	
General Motors Scotland Ltd.	Motherwell	For export achievement	Earthmoving equipment
Gestetner Holdings Ltd.	London, N.17	For export achievement	Stencil and offset duplicating machines
G.K.N. Floform Ltd.	Welshpool, Montgomeryshire	For export achievement	Precision components for the electronics industry
Glaxo Laboratories Ltd.	Greenford	For export achievement	Human and veterinary pharmaceuticals
Hall Brothers (Whitefield) Ltd.	Manchester	For export achievement	Confectionery
Hawker Siddeley Aviation Ltd.	Kingston-upon-Thames	For export achievement by the Manchester Division and for technological innovation in the automatic landing of aircraft by the Hatfield Division, and in the production of the Harrier V/STOL fighter aircraft by the Kingston Division	Aircraft
Henley Forklift Co. Ltd.	Birmingham	For export achievement	Mechanical handling equipment
Honeywell Ltd.	Brentford	For export achievement	Computers, controls and automation systems
Hudswell Yates Developments Ltd.	Leeds	For technological innovation in a fully automatic pipe-laying system	
Hutton of Northampton Ltd.	Northampton	For export achievement	Footwear
Ilford Ltd.	Ilford	For export achievement	Photographic materials
Imperial Chemical Industries Ltd.	London, S.W.1	For export achievement by the Pharmaceuticals Division, Macclesfield, and for technological innovation in computerized control of an olefine chemical plant by the Heavy Organic Chemicals Division, Billingham	Human and veterinary pharmaceuticals
Imperial Typewriter Company Ltd.	Leicester	For export achievement	Typewriters
International Synthetic Rubber Co. Ltd.	Southampton	For technological innovation in synthetic rubber latices	
Johnson, Matthey & Co. Ltd.	London, E.C.1	For export achievement	Refined base and precious metals
H. & R. Johnson-Richards Tiles Ltd.	Stoke-on-Trent	For export achievement	Ceramic tiles
Kangol Wear Ltd.	Cleator, Cumberland	For export achievement	Headwear
K.E.F. Electronics Ltd.	Maidstone	For export achievement	Loudspeakers
Kodak Ltd.	London, W.C.2	For export achievement	Photographic apparatus and materials
Landis Lund Ltd.	Keighley	For export achievement	Precision grinding machines
Lansing Bagnall Ltd.	Basingstoke	For export achievement	Electic industrial trucks
Leesona Ltd.	Heywood, Lancs.	For export achievement	Textile processing machinery
Lesney Products & Co. Ltd.	London, E.9	For export achievement	Toys
Letraset Ltd.	London, S.E.1	For export achievement	Graphic arts products
Linegear Ltd.	Banbury	For export achievement	Electrical switchgear

			Nature of principal products exported
Joseph Lucas (Electrical) Ltd.	Birmingham	For technological innovation in the production of alternator voltage regulators	
Massey-Ferguson Holdings Ltd.	London, W.1	For export achievement by the Massey-Ferguson and Perkins Units in the United Kingdom	Agricultural machinery and diesel engines
Molins Ltd.	London, S.E.8	For export achievement by the Tobacco Machinery Division	Tobacco machinery
Norton Machines Ltd.	Shrewsbury	For export achievement	Machine tools
Alan Paine Ltd.	Godalming	For export achievement	Knitwear
Pavelle Ltd.	Epsom	For export achievement by the Machines Division	Photographic equipment
Petbow Ltd.	Sandwich	For export achievement	Generating and welding equipment
Edgar Pickering (Blackburn) Ltd.	Blackburn	For export achievement	Tufting machinery for the carpet industry
Pilkington Brothers Ltd.	St. Helens	For technological innovations in the production of tinted glass	
Plant Protection Ltd.	Haslemere	For export achievement	Crop protection chemicals
Polaroid (U.K.) Ltd.	Welwyn Garden City	For export achievement by the Manufacturing Division, Dumbarton	Photographic film
Portex Ltd.	Hythe	For export achievement	Medical and surgical plastics
Qualitex Yarns Ltd.	Burnley	For export achievement	Textured synthetic fibres
Racal-Mobilcal Ltd.	Reading	For export achievement	Radio telephone equipment
Radyne Ltd.	Wokingham	For technological innovation in semiconductor manufacturing equipment	
Redifon Ltd.	London, S.W.1	For export achievement by that company and by Redifon Air Trainers Ltd., Aylesbury	Electronic equipment
Rolls-Royce Ltd.	Derby	For export achievement	Engines, motor cars, turbines and nuclear propulsion units
Rotax Ltd.	London, N.W.10	For technological innovation in the combined starter/generator for V.T.O.L. aircraft	
Santype Ltd.	Warminster	For export achievement	Typesetters
Saunders-Roe Developments Ltd.	Hayes, Middlesex	For technological innovation in self-powered light sources	
Ernest Scragg & Sons Ltd.	Macclesfield	For export achievement	Textile machinery
Serck Industries Ltd.	Birmingham	For Technological innovation in Group Technology by the Serck Audco Division, Newport, Shropshire	
Short Brothers & Harland Ltd.	Belfast	For export achievement by the Missile Systems Division	Guided weapon systems
W. E. Sykes Ltd.	Staines	For technological innovation in gear cutting machinery by the Machine Tool Division	
John Thompson (Pipework & Ordnance Division) Ltd.	Wolverhampton	For technological innovation in automatic friction welding machinery	
The United Kingdom Atomic Energy Authority	London, S.W.1	For technological innovation in the production of carbon-14 radioisotopes by the Radiochemical Centre, Amersham	
Vacuum Generators Ltd.	East Grinstead	For technological innovation in ultra high vacuum equipment	
Viking Engineering Co. Ltd.	Stockport	For export achievement	Expanded plastics machinery
John Walker and Sons Ltd.	London, S.W.1	For export achievement	Scotch whisky
Walker Caledon Ltd.	Belfast	For export achievement	Irish tweeds
The Wellcome Foundation Ltd.	London, N.W.1	For export achievement	Pharmaceutical and biological products
Westerly Marine Construction Ltd.	Waterlooville, Hampshire	For export achievement	Fibre glass boats
Wildt Mellor Bromley Ltd.	Leicester	For export achievement	Circular knitting machinery

ANNEX. 1970 RECIPIENTS WHICH HAVE ALSO RECEIVED AWARDS IN EARLIER YEARS

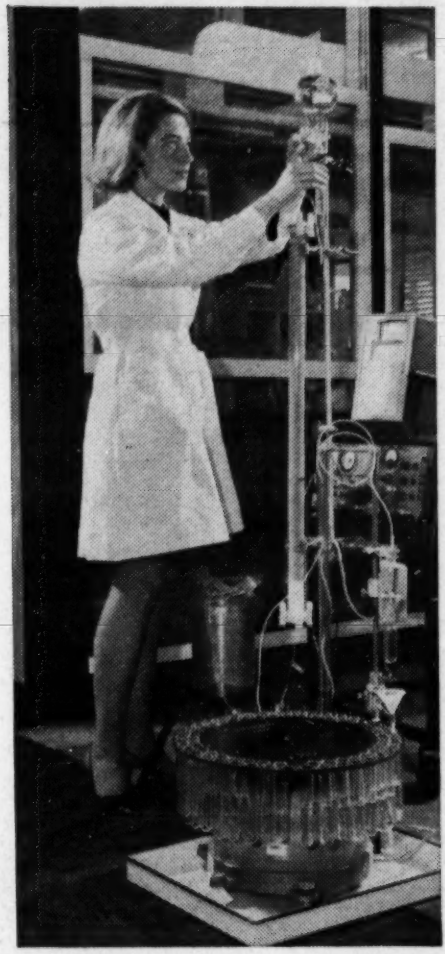
(Where 1970 recipients were included in a parent company's citation in earlier years the name of the parent organization appears in brackets)

	1966 Award	1967 Award	1968 Award	1969 Award	1970 Award
Beecham Group Ltd.	Export and Technology	—	—	—	Export
Bevan Funnell Ltd.	—	Export	—	—	Export
Black & Decker Ltd.	Export	—	—	—	Export
British Aircraft Corporation Ltd.	—	Export	Export	—	Export
British Copper Refiners Ltd.	Expor (B.I.C.C. Ltd.)		Export (B.I.C.C. Ltd.)	—	Technology

	Nature of principal products exported				
British Ropes Ltd.	—	—	Technology	Export	Technology
Cambridge Scientific Instruments Ltd.	—	Technology	Export	Export	Export
Chloride Overseas Ltd.	—	—	Exports (The Chloride Electrical Storage Co. Ltd.)	—	Export
Clark Equipment Ltd.	Export	—	—	—	Export
William Cotton Ltd.	—	Export (The Bentley Engineering Group Ltd.)	Export (The Bentley Engineering Group Ltd.)	Export	Technology
Courtaulds Ltd.	—	—	Export and Technology	Technology	Export and Technology
The Coventry Gauge & Tool Co. Ltd.	—	Technology	—	Export	Export
Darlington and Simpson Rolling Mills Ltd.	Export	—	—	—	Export
John Dewar and Sons Ltd.	Export (The Distillers Co. Ltd.)	Export (The Distillers Co. Ltd.)	—	Export	Export
Doulton Fine China Ltd.	Technology	—	—	—	Export
The Dunlop Co. Ltd.	—	—	Export	—	Export and Technology
Elliott Flight Automation Ltd.	—	—	Export (The English Electric Co. Ltd.)	Export	Export and Technology
Ethicon Ltd.	Export and Technology	—	—	—	Export
Garrard Engineering Ltd.	Export	—	—	—	Export
General Motors Scotland Ltd.	Export	—	—	—	Export
Gestetner Holdings Ltd.	Export	—	—	—	Export
Glaxo Laboratories Ltd.	—	Export (Glaxo Group Ltd.)	Export (Glaxo Group Ltd.)	Export	Export
Honeywell Ltd.	—	—	—	Export	Export
Imperial Chemical Industries Ltd.	Export and Technology	Export and Technology	Export and Technology	Export and Technology	Export and Technology
Johnson, Matthey & Co. Ltd.	—	—	Export	—	Export
Kangol Wear Ltd.	Export	—	—	—	Export
Lansing Bagnall Ltd.	—	—	—	Export	Export
Lesney Products & Co. Ltd.	Export	—	Export	Export	Export
Letraset Ltd.	Export	—	—	—	Export
Joseph Lucas (Electrical) Ltd.	—	Technology (Joseph Lucas (Industries) Ltd.)	—	Export (Joseph Lucas (Industries) Ltd.)	Technology
Massey-Ferguson Holdings Ltd.	Export	—	—	—	Export
Molins Ltd.	Export and Technology	—	—	—	Export
Alan Paine Ltd.	Export	—	—	—	Export
Edgar Pickering (Blackburn) Ltd.	—	—	—	Export	Export
Pilkington Brothers Ltd.	Technology	—	—	—	Technology
Plant Protection Ltd.	—	Export (Imperial Chemical Industries Ltd.)	—	—	Export
Qualitex Yarns Ltd.	—	—	—	Export	Export
Radyne Ltd.	Export (The David Brown Corporation Ltd.)	—	—	—	Technology
Redifon Ltd.	Export	—	—	—	Export
Rolls-Royce Ltd.	Export	Export and Technology	Export	Export and Technology	Export
Rotax Ltd.	Export (Joseph Lucas (Industries) Ltd.)	—	—	Export (Joseph Lucas (Industries) Ltd.)	Technology
Ernest Scragg & Sons Ltd.	—	—	—	Export	Export
Short Brothers & Harland Ltd.	—	Technology	Export	Export	Export
The United Kingdom Atomic Energy Authority	—	Export and Technology	—	—	Technology
Viking Engineering Co. Ltd.	—	Technology	—	—	Export
John Walker and Sons Ltd.	Export (The Distillers Co. Ltd.)	Export (The Distillers Co. Ltd.)	—	—	Export
Westerly Marine Construction Ltd.	—	—	—	Export	Export

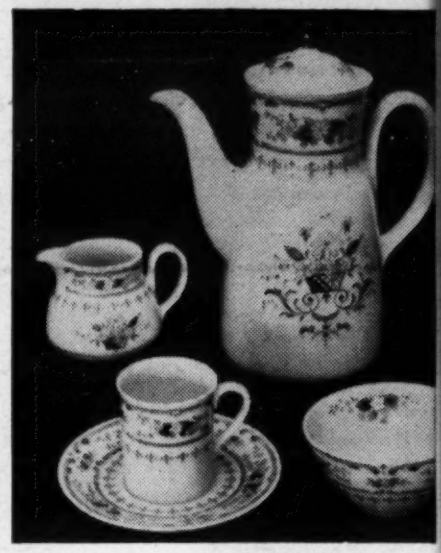
QUEEN'S AWARD WINNERS

Some of the firms, awarded the Queen's Award 1970, who also achieved the award in previous years



The United Kingdom Atomic Energy Authority's Radiochemical Centre at Amersham, Bucks., has since 1940 produced and distributed throughout the world a comprehensive range of radioisotopes.

'Anita' a wide brimmed hat in 24 shades, made by Kangol Ltd., and a notable success. Kangol also received the Award in 1966.



Doulton Fine China's translucent china won a Queen's Award in 1966 for technical innovation. This floral design, Provencal, is Doulton's leading export pattern in English translucent china.

Two windows in Pilkington Spectrafloat heat-rejecting glass have helped control temperature and glare in this Finnish glassware shop owned by Salosen Lasinhiomo Oy, of Tampare. Pilkington Brothers Ltd. also received a Queen's Award in 1966.

A BAC-111 in service in Rumania. British Aircraft Corporation also won awards in 1967 and 1968.

Exports a feature of expansion by NI firm

A MAJOR EXPANSION is under way for the textile engineering firm McKee and James, established in Bangor, Co. Down, two years ago with less than £3,000 by two former Cyril Lord executives.

The Bangor firm, which has just become a subsidiary of Edgar Pickering (Blackburn) Ltd., is is to treble its labour force to 150, almost all men , in extending production of the special carpet machines designed and developed by Mr. McKee and Mr. James – formerly joint managing director and chief development engineer, respectively, of Cyril Lord Ltd. Each machine, costing around £20,000, streamlines into one operation the cutting, rolling and packaging of carpets, which previously had to be carried out in separate stages.

The extended production includes the manufacture of complementary Pickering carpet machines on a sub-contract basis, as well as a range of other textile machinery manufactured under licence from American designers. The new parent company, Edgar Pickering, will now be in a position to offer a complete machinery package to its customers.

The special McKee and James machines have already been delivered to factories in England, Holland and West Germany and their export potential, as well as the considerable expertise involved in their development, is reflected in the takeover by Edgar Pickering, a public company and Europe's largest tufting-machine manufacturer, with 90 per cent of its production going to export markets. The takeover opens up big export markets in Europe, Asia and the United States for McKee and James, who envisage 50 per cent of their production going overseas.

Mr. Roy Bradford, Northern Ireland Minsiter of Commerce, said: 'I am delighted to see two Northern Ireland men making such progress in such a short time. My Ministry takes great pleasure in helping local enterprise.' The expansion involves the provision of a 16,000 sq. ft. extension to the company's 14,000 sq. ft. Government factory in Bangor, Co. Down.

New advance factory at Houghton-le-Spring

THE ENGLISH Industrial Estates Corporation have announced that a contract worth about £80,000 has been awarded to Geo. Wimpey and Co. Ltd., for the construction of a 25,000 sq. ft. extension to an advance factory on the Houghton-le-Spring Industrial Estate. Work has already been started and the extension should be ready for occupation in October 1970.

The Ministry of Technology have already announced the letting of this factory and extension to a member of the Joseph Lucas Group and it has since been disclosed that Clearex Products Ltd., of Wembley are the company concerned.

Pritchard (Plastics) Ltd factory at Bude: correction

A MISPRINT occurred in the news item 'Plastics factory takes over Bude advance factory' (*Board of Trade Journal*, April 8, page 931). About 80 per cent of the jobs available will be for men and not 20 per cent as stated.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	March 25, 1970	
1,037,855	Standard Telephones & Cables Ltd.	Quad construction
1,046,857	Standard Telephones & Cables Ltd.	Variable reactance transistor circuits for use in television receivers
1,078,547	ITT Industries Inc.	Semiconductor device
1,081,509	ITT Industries Inc.	Transistor
1,101,574	Creed & Company Ltd.	Improvements in apparatus for feeding sprocket-fed cards and the like
1,106,408	Paumellerie Electrique	Door hinges
1,136,717	International Standard Electric Corporation	Magnetic core-memory equipped with a safety circuit
	March 24, 1970	
1,150,431	Glaverbel	Glass and other light-reflecting and light-transmitting materials
	March 6, 1970	
911,511	United States Atomic Energy Commission	Fuel element arrangement for nuclear reactor
1,008,963	Regie Nationale des Usines Renault	A vehicle wheel suspension
1,036,837	Standard Telephones & Cables Ltd.	Electromechanical transducers
1,036,985	Standard Telephones & Cables Ltd.	Amplifier terminating network
1,038,421	Standard Telephones & Cables Ltd.	Electroacoustic transducers assemblies
1,040,052	Standard Telephones & Cables Ltd.	Energy converter
1,042,310	Standard Telephones & Cables Ltd.	Electrical equipment practice
1,050,412	Standard Telephones & Cables Ltd.	Crystal vibrator
1,050,561	Standard Telephones & Cables Ltd.	Optical comparator
1,054,084	Standard Telephones & Cables Ltd.	Opto-electric transducers
1,070,519	Standard Telephones & Cables Ltd.	Field effect transistors
1,104,404	Standard Telephones & Cables Ltd.	Electromagnetic wave transmission

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

Proceedings under Section 36 of the Patents Act, 1949.

Notice is hereby given that the endorsement 'Licences of Right' upon the undermentioned Patents was cancelled on March 25, 1970.

Number	Grantee	Subject-Matter
872,350	Egyesult Gyogyszer es Tapszergyar	Methoxybenzoic acid amides and their preparations
1,021,788	Commissariat al' Energie Atomique	Radiation detection apparatus

E. ARMITAGE,
Comptroller,

The Patent Office.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

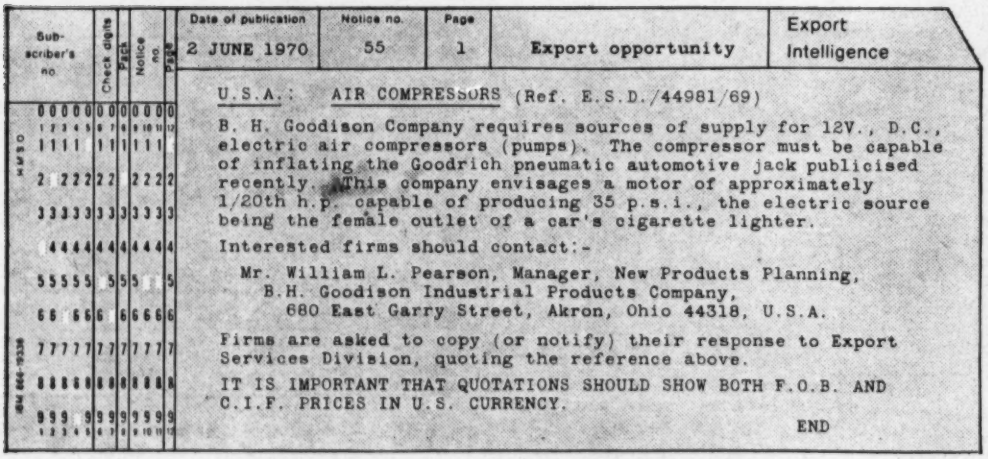
THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

The Board of Trade's new Computerised Export Intelligence starts June 2nd



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Date of publication	Notice no.	Page	Export opportunity	Export Intelligence
2 JUNE 1970	55	1		

U.S.A.: AIR COMPRESSORS (Ref. E.S.D./44981/69)

B. H. Goodison Company requires sources of supply for 12V., D.C., electric air compressors (pumps). The compressor must be capable of inflating the Goodrich pneumatic automotive jack publicised recently. This company envisages a motor of approximately 1/20th h.p. capable of producing 35 p.s.i., the electric source being the female outlet of a car's cigarette lighter.

Interested firms should contact:-

Mr. William L. Pearson, Manager, New Products Planning,
B.H. Goodison Industrial Products Company,
680 East Garry Street, Akron, Ohio 44318, U.S.A.

Firms are asked to copy (or notify) their response to Export Services Division, quoting the reference above.

IT IS IMPORTANT THAT QUOTATIONS SHOULD SHOW BOTH F.O.B. AND C.I.F. PRICES IN U.S. CURRENCY.

END

Specimen information card used by Export Intelligence to give Export Directors the information they need for quick action.

The Board of Trade now transmits Overseas Market Intelligence to thousands of British companies through the daily Export Service Bulletin.

On June 2nd we are transferring to a computer.

Computerised Export Intelligence is tailored for *you*—the individual subscriber—and designed to save your time. It will supply details of export opportunities matched to *your* products, *your* markets and the intelligence *you* specify. The information will reach you within 48 hours of receipt by the Board of Trade—in cases of urgency it will be sent to you by 'phone or telex.

1. What information will be provided?

A daily range of hard news of specific export enquiries.

Changes in tariff and import regulations. Dates of visits by overseas buyers. Other export intelligence—tailored to the needs of individual companies.

Quarterly economic and trading reports covering 100 countries.

Advance information about special promotions planned with Board of Trade backing.

2. Where will the information come from?

From 220 British Embassies, High Commissions and Consulates throughout the world. Last year they reported 30,000 items of export intelligence. In 1971 we expect this figure to reach 50,000. Much of the information is exclusive. It covers all sectors of British industry.

3. How will it be analysed?

By the Board of Trade's own ICL computer—into nearly 5,000 product categories, 200 geographical categories, and 14 different types of intelligence.

The computer will match all incoming enquiries to registered subscribers' stated needs and individual cards will be printed-out during the night, then posted by first-class mail.

4. What does the computer record?

The computer records the data you give us. You are asked to specify your products, markets and range of information you want—in precise terms. If required, each department of your company can receive its own tailor-made information—direct.

In addition, provision has been made for Project and Services information: for example, architects, banks, consultants, and others, whose interests cut across standard product and market categories. Up-dating

the information you want can be done at any time, and as often as you need.

5. How about the Export Service Bulletin?

On June 1st it will cease publication. Leading British export companies acknowledge that it has been most valuable. But the new Export Intelligence Service will do an even better job.

6. Can I get advice on how to make the most of the service?

Yes—from the Export Intelligence Service at the Board of Trade. Telephone 01-248 9633, Extension 7049. Telex 886143. (Answer back: BOTHILLGATE LDN.) *Or by contacting any of the Board of Trade Offices shown below.*

7. How much will it cost?

The basic cost of the service is £25 a year. For this sum you will receive up to 500 cards on every country/subject for which you have registered, plus much free background information.

The computer will bill you for a further £25 either on the anniversary of your joining if you have received fewer than 500 cards, or as soon as you have received 500 cards.

The determination of the Board of Trade to provide an ever more modern series of world-wide services for British Exporters is demonstrated by this new Export Intelligence Service.

IF YOU HAVE NOT ALREADY JOINED, COMPLETE AND POST THE COUPON BELOW TODAY

H.Q. London: 01-248 5757. Telex: 886143

Belfast (Ministry of Commerce) 34488 Telex 74578 · **Birmingham** 021-643 8221 Telex 33702 · **Bristol** 21071 Telex 44214
Cardiff 62151 Telex 49267 · **Glasgow** 041-248 2855 Telex 77583 · **Leeds** 20485 Telex 55472 · **London** (South Eastern Counties) 01-828 4355 Telex 25991
(Eastern Counties) 01-828 6271 Telex 25991 · **Manchester** 061-832 9321 Telex 66104 · **Newcastle** 27575 Telex 53178

Join now!

I want to profit by the world's most advanced export information service

To: The Director,
Export Intelligence, Board of Trade, Hillgate House,
35 Old Bailey, London, EC4.

I am interested in Computerised Export Intelligence. Please send me full details of your new service.

NAME.....STATUS.....

COMPANY.....

ADDRESS .....

..... C.93

Aviation and Shipping

Handbook on Weather Radar for Pilots

THE BOARD OF TRADE Directorate of Flight Safety has published 'Weather Radar for Pilots' a specially commissioned handbook on airborne weather radar and its use in the avoidance of turbulence associated with thunderstorms.

Airborne weather radar provides the pilot with a 'picture' of turbulence-producing clouds in his path and indicates the areas of intense activity which he should avoid.

The handbook brings together detailed information from many sources and gives guidance to pilots on the use of weather radar. It discusses the nature of atmospheric turbulence and the use of the radar for ground mapping purposes; it also describes different types of equipment and the way in which they are operated. The fact that flight in turbulence is occasionally unavoidable is recognized and guidance is given for safe operations in such conditions.

'Weather Radar for Pilots' is available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 13s. 0d., or by post price 13s. 8d. from HMSO, P.O. Box 569, London, S.E.1.

The Shipbuilding Industry Bill

THE SHIPBUILDING INDUSTRY BILL, published on April 13, will if passed, increase by £200 million the statutory limit on the ability of the Minister of Technology to issue guarantees in respect of loans by banks toward the purchase of ships by British shipowners from United Kingdom yards.

The present limit of liability under these guarantees is £400 million, but the limit will shortly be reached.

Mr. Harold Lever, Paymaster General, made a statement in the House of Commons on January 21, explaining the need for the Bill. He said:

'Because of the continuing high level of orders for ships placed by British firms, and the success of British shipbuilders in competing for these orders, the statutory limit on the amount which can be guaranteed will shortly be reached. Unless the limit on guarantees is raised further guarantees cannot be given and British shipbuilders will find themselves at a strong disadvantage in tendering for home orders against the export credit arrangements for foreign competitors.

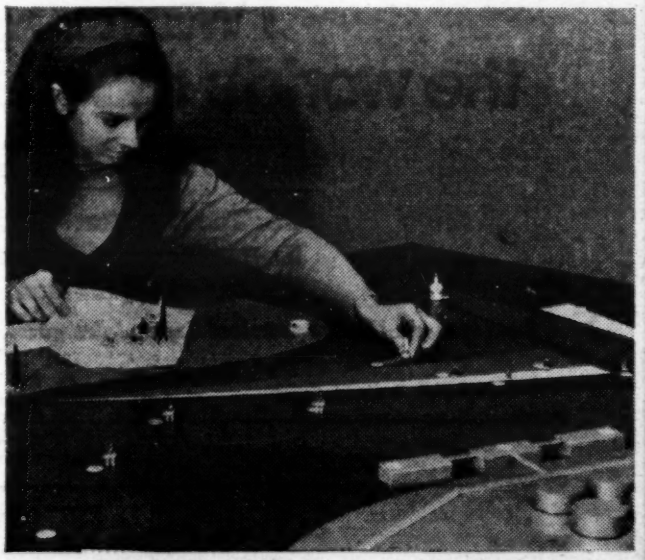
'It is therefore proposed at an early date to introduce legislation to increase the statutory limit on the ability to give guarantees by a further £200 million. I shall also undertake, in consultation with the Chief Secretary, a review of the continuing need for credit for home shipbuilding orders, and the arrangements by which it is made available. I am glad to be able to tell the House that the London Clearing and Scottish banks have agreed to accept additional commitments within this new limit, while the longer term review is carried forward. In the interests of British shipbuilding, and the balance of payments, additional guarantees within the proposed new limit will need to be promised, subject to the passing of the legislation.'

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

ANGLO-SOVIET AIR AGREEMENT

Marshal E. E. Loginor (left), Soviet Minister of Civil Aviation; Mr. Roy Mason (centre), President of the Board of Trade; and Lord Chalfont (right), Minister of State, Foreign and Commonwealth Office; signing a protocol to the air services agreement between the United Kingdom and the Soviet Union in London on April 13. This gives BOAC the right to fly to Tokyo via Moscow and Siberia, and giving the Soviet airline, Aeroflot, the right to fly to New York via London (see last week's Journal, *page* 1002). *The agreement also makes provision for the extension of collaboration between British and Soviet airlines in the future. At a luncheon held at Lancaster House on the same day in honour of the Soviet Minister Mr. Roy Mason said: 'One of the important features of this agrement lies in the establishment of a new link with Japan and the Far East, shorter and quicker than those previously available. We expect the link itself to be profitable for the airlines operating it, Aeroflot, BOAC and JAL, but even more importantly we hope to see the advantage of improved communications – increased trade, and a growth of mutual knowledge and understanding that will confirm peace and friendship between all three countries. Let us hope too that the corresponding new link via London between the Soviet Union and the United States will similarly serve to strengthen international trade and world peace.'*



Preparing models of Stone-Chance light and sound navigation aids for the annual conference of the International Association of Lighthouse Authorities to be held at Stockholm in June. Stone-Platt Crawley Ltd. will be introducing a number of new products either before or at the conference, including sophisticated light buoys in glass reinforced plastic, lights, sound equipment and electronic control gear.

Review of BAC in 1969

'THE YEAR 1969 can justly be claimed by BAC as a year of exceptional achievement' says Sir W. Reginald Verdon-Smith, chairman of British Aircraft Corporation (Holdings) Ltd. in his annual review published on April 15.

Sir Reginald points out that, in 1969, the British aerospace industry broke all previous export records and that BAC played a major part in that achievment. BAC's overseas deliveries during the year exceeded £85 million in value (£76 million in 1968) and accounted for 46 per cent of the Corporation's total business. In the first nine months of 1969 the exports from one Division alone of BAC amounted to over 25 per cent of the exports of the whole British Aerospace Industry during the same period.

'Our objective' adds Sir Reginald, 'is to maintain our exports at the highest possible level in an expanding but intensely competitive market. The continued growth of international passenger traffic (predicted by FAA to average 13 per cent during the 1970s) and the needs of the defence services of many nations offer great opportunities for manufacturers such as BAC who have the technological leadership and capability to take advantage of these markets'.

Surrey Docks to close

MR. FRED MULLEY, Minister of Transport, has informed the Port of London Authority that they may proceed with the closure of the Surrey Docks and the Surrey Canal. The grounds for the approval given by the Minister of Transport are limited to the 'safeguarding' provisions of the Ports Bill under which certain transactions entered into by any Port Authority which is to be superseded could later be challenged by the National Ports Authority.

The detailed procedure for the closure of these docks will be urgently considered by the authority and further consultations will take place as soon as possible with the trade unions, port employers, port users and others concerned. These talks will take into account the re-allocation of shipping services to other docks, the proposed introduction of Devlin Stage II and the associated two-shift working in the Enclosed Docks. It is intended to phase the closure in order to soften the impact on work people, port users and others concerned. It is expected the closure will be completed before the end of 1970.

Parliamentary Answers on aviation and shipping

Light aircraft

A Member inquired what was the present number of light aircraft owned by private individuals in Great Britain; how many light private aircraft, including foreign ones, were recorded as having landed in Great Britain in 1969; and what safety precautions were taken to ensure that light aircraft traffic avoided commercial airlines. Mr. Goronwy Roberts, Minister of State, Board of Trade, replied that 1,232 aircraft of an all-up-weight of 6,000 lbs. and below were registered by the Board of Trade in the name of private individuals in Great Britain, in addition there were some 342 privately owned gliders registered with the British Gliding Association; as regards the second part, information was not available in the form required but for the airports at which almost all the commercial flying in Great Britain took place there were about 250,000 landings in 1969 of aircraft on private, aero-club and local pleasure flights; as regards the third part, air traffic control rules and regulations applied which were designed to protect all traffic and did not distinguish between aircraft by weight. Public transport aircraft operated mainly along the airways and in other controlled airspace in which aircraft were allowed only if they were suitably equipped and their pilots suitably licensed. Extensive information and advisory services were also provided to assist the safety of air operations.

TUESDAY, APRIL 14

Protection of historic wrecks

Lord Brown, Minister of State, Board of Trade was asked whether a departmental committee, or some other appropriate investigation would be appointed to report what changes in the law were necessary to afford adequate protection to historic wrecks (wrecks more than 100 years old) against robbery, plunder, irresponsible interference and the other perils to which they were at present exposed. Lord Brown replied that an appropriate investigation would be carried out into the need for a comprehensive review of Part IX of the Merchant Shipping Act, 1894 for the purpose of giving better protection to wrecks of historic or archaeological interest. A body to investigate these problems would be set up in the near future. Its exact structure was under active consideration now.

WEDNESDAY, APRIL 15

Shipbuilding Industry Board

Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, was asked about the occasions of the visits of the chairman of the Shipbuilding Industry Board to the Upper Clyde in February and July 1968 and May 1969 and March 1970 and how long each visit lasted. Dr. Davies replied that the visits in February and July 1968 and May 1969 were for two days each. The visit in March 1970 was for one day. These visits by the chairman emphasised the considerable endeavours of the Board to promote the development of the shipbuilding industry on the Upper Clyde.

Lifeboat disasters

Mr. Roberts was asked, in view of the correspondence he had received and his decision to set up an inquiry into lifeboat disasters in Scottish waters, if he would now state the personnel of the committee, its scope, when it would start its work, and where it would sit to take evidence from local and other witnesses. Mr. Roberts replied: 'Preparations for the formal investigation into the capsizing of the Fraserburgh lifeboat 'The Duchess of Kent' are in hand and an announcement will be made as soon as possible on the composition of the court and on the date and venue of the investigation.'

Accident to Aberdeen trawler

Asked to make a statement on the accident to the Aberdeen trawler 'Ben Gulvain', Mr. Roberts said: 'I understand that the 'Ben Gulvain' collided with the Fish Market Quay at Aberdeen on March 25. The police are making inquiries into this and other incidents there. On the facts at present available the incident does not appear to require a Board of Trade inquiry, but I am keeping in touch with the harbour authorities.'

Linesman Mediator system

Mr. Roberts was asked to give a detailed cost breakdown of the Linesman Mediator System of air traffic navigation. He said: 'No. I do not know what sort of breakdown is required and detailed cost information in respect of the Mediator air traffic control project, which is proceeding, is not readily available. Linesman is, of course, an Air Defence system, not an ATC system, and is therefore outside my sphere of responsibility.' Answering a further Question: whether he was satisfied that the Linesman Mediator System of air traffic control was the safest and latest equipment available, Mr. Roberts said the Mediator project had been planned to meet traffic control requirements for many years to come. The system would certainly be as good as any other of its type in the world. But more relevant, it would meet the task for which it was designed. Linesman was, of course, an Air Defence system not an ATC system.

Mr. W. H. E. Gullick (right), director of Daniel Doncaster and Sons Ltd., demonstrates the working of the Morgrip bolt to Sir Donald Anderson, chairman of the P & O Group of companies. Looking on are Mr. A. B. Marshall, chairman of P & O Research and Development Co. Ltd. (second from right), Mr. T. W. Bunyan, director of P & O Research and Development Co. Ltd. (second from left), and Mr. R. R. Wistow, sales manager of Doncasters Moorside Ltd. (left.). The Morgrip bolt is on a demonstration rig shown at a seminar in the P & O exhibition centre in London recently.

Trade Indemnity Company Limited

Substantial Expansion in Premium Income and Turnover
Continued Growth Envisaged

The 52nd Annual General Meeting of Trade Indemnity Company Limited will be held on 7th May, in London.

The following is an extract from the circulated statement of the Chairman, Mr. F. E. P. Sandilands, C.B.E.:—

Accounts and Balance Sheet Gross premiums earned by the company in 1969 reached a new record of £4,036,270 and represented an increase of £380,428, or 10·4 per cent over 1968. Net retained premium, after deduction of brokerage and reinsurances, amounted to £1,459,592. This was £142,948 or 10·8 per cent more than a year ago. Gross claims paid, less salvages, amounted to £1,620,445, of which the company's share, after recoveries from reinsurers, was £425,968. Expenses of management increased by £102,740 to a total of £709,750 due, in the main, to higher salaries, rents and other costs occasioned by the need for larger premises.

The 1967 underwriting account closed at 31st December 1969 with a credit balance of £438,604, which has been transferred to the profit and loss account. The hopes for the 1967 underwriting account that were entertained last year have been fully justified and the profit is £352,453 greater than that earned on the 1966 account.

The profit and loss account, in addition to the underwriting profit of £438,604 transferred from the 1967 underwriting account, has been credited with franked investment income of £34,076 together with interest and other income of £94,026. The latter item shows a significant increase of £24,834 as compared with 1968, which has resulted mainly from the advantageous interest rates that have been available to us in the short-term loan market. The account has been debited with corporation tax amounting to £230,000 and there is a balance of £336,706 to be carried down. This, added to the balance on the profit and loss account of £321,433 brought forward from 1968, gives an available total of £658,139, as compared with £471,433 a year ago.

Having regard to the satisfactory balances on the open underwriting accounts of 1968 and 1969, your directors feel justified in recommending the payment of a dividend of 30 per cent on the issued share capital at a gross cost of £180,000, compared with 25 per cent costing £150,000 gross for 1968.

Australia In Australia the process of our development continued through 1969. Our premium income has grown steadily and the availability and purpose of credit insurance is becoming more widely known. We look forward to progressive growth in Australia and we are grateful to our Australian advisory board, under the chairmanship of Mr. Hugh Williamson, for the admirable direction and support which they provide.

General The claims and collections side of the company 's business became more and more active as the year progressed and there are two indicators of this increased activity to which I would like to draw attention. First, business failures notified to our claims department increased by 21 per cent, the main deterioration taking place in failures in the retail and wholesale distribution sector in general and in the furniture and upholstery trades in particular. Second, the growth in the number and value of accounts notified to the company for collection was even more dramatic: their number increased by 32 per cent to 15,113, and their value by 59·5 per cent to £4,084,490. Both these indicators have shown a continued sharp rise in the early months of 1970.

The expansion in premium income and turnover in 1969 was substantial; complementary to the increase in premium income, the turnover of transactions underwritten in London and Melbourne rose by 10 per cent to reach a total of £2,872 million. The main element contributing to our growth in 1969 was, without doubt, new business. Not only did our figures continue to benefit from the larger policies added previously to our books, but there was a steady increase in the flow of both actual and potential new business as the year proceeded. As a result, 1969 finished up as the second highest year on record for new business premiums. At the same time policies discontinued were at their lowest level for three years.

I have commented on a number of occasions in the past on the larger size of company to which we are now selling credit insurance. 1969 established fresh records in this respect, just as it undoubtedly did in terms of the size of failure in which we became involved. There is clearly some connection here. In the past many larger concerns have felt that they could afford to do without credit insurance. They can no longer take this view when, because of concentration and other trends, their buyers become fewer in number and the average amount owed to them becomes very much larger. With the recent growth in the number of major failures, particularly those involving the appointment of a receiver and manager, even the largest concerns can no longer regard with equanimity the risk of losing working capital running, perhaps, into several hundred thousands of pounds on a single major failure —not to mention the cumulative erosion resulting from a series of smaller failures. There is ample evidence that many large concerns now appreciate this, which is one of the main reasons for the continuing increase in the size of the new policies we are selling.

Overseas business is a topical subject and it is worthy of note that the company's volume of overseas insured transactions grew substantially last year, to reach a total of £231 million or 8 per cent of all turnover insured. This figure not only includes a wide range of exports from the United Kingdom, but also business written through our Melbourne office and cover afforded to a number of other policyholders situated abroad. The growth in our overseas business has meant a further strengthening of the international links we have forged within both the Berne Union and the International Credit Insurance Association.

Looking ahead, it seems that the squeeze and its effects are likely to be with us for at least the first half of 1970. In spite of the pleas which are now being heard from a number of quarters, I doubt whether there is any great scope for early relaxation and this implies for us continued growth of new business but also further increases in claims and collections. I am fully confident that your company is well-equipped in all departments to meet the heightened demands on its services which will result. In these conditions it will be difficult to repeat the outstanding results of the 1967 underwriting account, but there are good prospects that when the 1968 account is closed at the end of the current year it will yield us a reasonable margin of profit.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, APRIL 10

Overseas visitors to UK

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, told a Member who asked for an estimate of the proportion of overseas visitors to the United Kingdom during the last year for which the figures were available who spent at least one night in Wales, that in 1966, the figure was about 3 per cent.

Investment grants

Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, was asked to estimate for 1969-70 the cost of investment grants, and of industrial building grants, respectively. He answered that final out-turn figures were not yet available, but they were expected to be very near to the present estimates of £590 million and £21 million respectively.

MONDAY, APRIL 13

Monthly trade figures

Asked what plans he had for improving the presentation of the Board of Trade monthly trade figures Press release, Mr. Roy Mason, President of the Board of Trade, said the press release to be issued tomorrow will show in greater detail the adjustments linking the export and import figures to the visible trade balance.

Exports of diamonds, gold and silver

Mr. Goronwy Roberts, Minister of State, Board of Trade, was asked, what was the approximate value of uncut diamonds and gold bullion and silver, respectively, exported from this country to the Middle East during 1969; what was the breakdown of these exports between the importing countries mainly concerned in that region; and whether exports of both uncut diamonds and gold bullion and silver were reflected in the Board of Trade's published statistics for United Kingdom trade with those countries. He gave the following information:

£ thousand

	Diamonds (including industrial diamonds, diamond dust and powder and boart)*	Silver	Gold bullion
Israel	47,280	239	1,242
Iran			2,715
Kuwait			4,591
Lebanon			14,250
Libya	33	12	8,508
Saudi Arabia			737
Other Middle East countries			70
Total	47,313	250	32,113

*Uncut diamonds are not separately distinguished in the Trade Statistics. Exports of diamonds and silver are included in the statistics of merchandise trade; exports of gold bullion are excluded.

THURSDAY, APRIL 15

Industrial development

Mr. Carmichael answered questions on industrial development in Scotland.

Imports of butter

Questions were asked on the President's decision to increase the quota of imported butter. The President said: 'As I told the House on March 23, the import quota level is that required to meet demand after taking full account of domestic production.'

Government aid to tourist industry

Answering a question on the aid given by the Government to the tourist industry in North-East England, Mrs. Dunwoody said that in common with other parts of Great Britain, North East England would benefit from the provisions of the Development of Tourism Act, 1969.

National Film Finance Corporation

Mrs. Dunwoody was asked what proportion of the income of the National Film Finance Corporation had been spent in Scotland. 'No film production company registered in Scotland has applied for a loan from the National Film Finance Corporation.' she answered.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade.

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Teesside.
TS 23 2 NF.
Tel.: 0642 53677. Telex: 58608.
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle,
Lancashire, L20 3LZ.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY,
Tel.: 0222 42611. Telex: 49538.
Answer Back: INGRA CARDIFF.

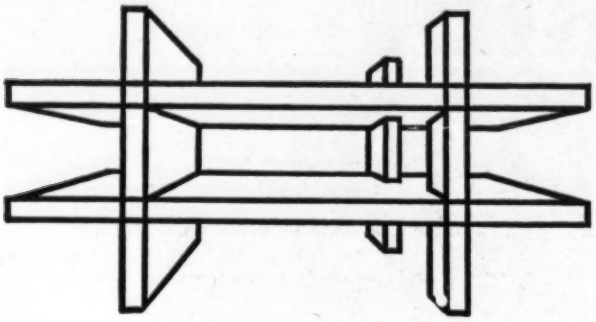
GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77611.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue,
Southend-on-Sea, Essex. SS 2 6 DU.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

NORTHERN IRELAND. A similar scheme is operative in Northern Ireland. Inquiries should be addressed to Ministry of Commerce, 21 Linenhall Street, Belfast, BT2, 8BY.

MINISTRY OF PUBLIC BUILDING AND WORKS



Invitation to tender for the design, supply and installation of selected building components for a major part of the Ministry's forward programme

The Ministry of Public Building and Works will shortly be inviting tenders from selected manufacturers or suppliers for the design and supply and/or the design, supply and fixing on site of building components in metric measure. The forward building programme to which the tenders are related has a potential annual value of about £20 million. The first tender invitations will be for:

Windows
Non load-bearing partitions
Internal door sets

The invitations to tender will contain detailed performance specifications including dimensional requirements.

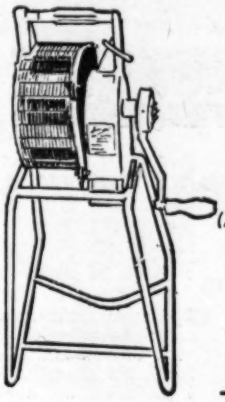
A limited number of successful tenders will be selected for each component at prices to be agreed for a two year period with negotiations for an additional year. These components will be incorporated in a compendium of components from which designers of buildings for the Ministry will select components for incorporation in appropriate projects. The components will be required from mid 1971.

Manufacturers will be free to adopt new materials and techniques in their design offers. No restriction will be placed on the sale in the open market of components developed, by any tenderer, from the Ministry's performance specifications.

Prospective tenderers for the three components listed above should indicate their interest as soon as possible. A summary of the main performance levels, together with a questionnaire will be sent to enquirers. The completed questionnaire should be returned by 29th May, 1970.

Please write to:

The Director of Building Development, Ministry of Public Building and Works, Room No. 1420, Thames House (South) Millbank, London SW1



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J. T. LEAVESLEY (ALREWAS) LTD., Alrewas, Staffs England Telephone: Alrewas 354/5/6

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Auctioneers, Hamilton, Lanarkshire.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
May 5-7	Technical and miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211.)

Engineering plant and equipment; Austin Gipsy engines; Greenbat trucks; steam boilers; electric meters; electrical components; electric platform trucks; compressors with electric motors; Coventry Cub engines; centrifugal circulating pumps with motors; Singer and Jones sewing machines; 5- and 10-cwt. stackers; water piping; rectifier units on trolleys; battery chargers; 1½-ton beam runners with chain blocks; potentiometers; micrometers; large quantity medical stores; MACHINE TOOLS: including SS and SC centre lathes; pillar drills; bar type folding machine; welding sets; hydraulic press brake; 18 in. super shaper; 8 in. slotting machine; valve grinders; Denbigh fly press; spring testers, etc.; large quantities clothing; furniture; kitchenware and other miscellaneous stores.

May 13	Miscellaneous stores	Auctioneers' premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292.)

MT spares; charging sets; 8-ton hydraulic lifting jacks; oxy-acetylene welding and cutting set; charging sets; hose pipes, stands, nozzles, etc.; binoculars; prismatic compasses; wrist watches; carpets; rugs; white and coloured blankets; groundsheets; old tentage and webbing; bedspreads; woollen rags; mixed rags; kitbags; curtains; valances; ankle boots; shoes; battledress trousers and blouses; greatcoats, etc.; easy chairs; tables; settees; sideboards; bureaux; trays, knives, forks, spoons and miscellaneous kitchenware; large quantities of other miscellaneous general stores.

May 20	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073.)

Barford 1½ cu. yd. dumpers; Ferguson agricultural tractor; control units for caterpillar tractors; profile recorders; Petbow welder; rescue equipment; bolted barrel tanks (35,000 gallons capacity); 20 in. and 36 in. grass mowers; box fibreboard; teleprinter equipment; battledress; raincoats; greatcoats and large quantities of other clothing; textiles; mixed rags; scrap canvas, webbing, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Single spindle automatic; fine borer; vertical surface broach; bench and pillar drills; bench, surface and tool and cutter grinders; centre lathes; horizontal and vertical millers; bending rolls; presses; planer, folding, honing, sawing, welding, woodworking machines, etc. Located at Enfield, Middlesex, and Waltham Abbey, Essex. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, W.C.1V 6HE. Tenders must be returned by 10 a.m. May 19, 1970, for Enfield tenders, and 10 a.m. May 21 1970, for Waltham Abbey tenders.

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
May 5	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auction. View days: Day preceding and morning of sale.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

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Specialists in difficult dismantling operations.
Prompt inspection and settlement.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	–39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	–47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	311	208	14	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	–72	–100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	–14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	– 6	– 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	–24	– 9	– 1
4th quarter	120	124	146	146	114	103	137	144	149	126	134	163	97	15	28
1969															
September		122				103									
October		122				103									
November		125				104									
December		124				103									
1970															
January		123 p				103									
February						104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–393
1965	123	121	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	112	– 81
1966	118	105	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	120	40
1967	108	114	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	120	–322
1968	108	129	125·0	4·7	120·5	112·4	187·3	541	188	24,319	159	147	–309
1969	117 p	124 p	131·8	5·4	125·0	115·9	197·4	535	200		167	168	366
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,363	158	143	–113
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,321	158	139	–109
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,276	161	151	– 15
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	533	210	24,316	160	156	– 72
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·7	499	206	24,317	163	155	23
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	527	195	24,277 p	169	164	68
3rd quarter	116	131	132·0	5·0	126·1	116·5	197·8	581	192		168	175	135
4th quarter	117 p	124 p	133·7	5·1	127·3	118·0	201·5	545	207		169	178	140
1970													
1st quarter			136·2	5·0	129·9 p	120·2 p		526	200		172 p	180 p	
1969													
September	116	131	132·2	5·1	126·4	117·0	198·8	580	199		166	178	
October	116 p	129 p	133·2	5·4	125·9	117·5	199·0	555	202		171	178	
November	117 p	124 p	133·5	5·4	127·5	117·9	200·7	536	206		168	179	
December	117 p	124 p	134·4	4·7	128·4	118·6	204·9	545	214		170	177	
1970													
January	120 p	126 p	135·5	5·0	129·4 r	119·5 r	206·1	530	206		167	182	
February			136·2	4·9	129·8 p	120·3 p	208·8	512	202		172	174	
March			137·0	5·1	130·5 p	120·9 p		535	192		176 p	185 p	

† Not seasonally adjusted. ‡ Including re-exports.

The economic background to the Budget

This article is a condensed version of the Financial Statement and Budget Report 1970-71, *available from Her Majesty's Stationery Office* (6s. 6d.). **Note:** Unless otherwise stated, this report is based on seasonally adjusted data.

REVIEW OF DEVELOPMENTS IN THE PAST YEAR

THE IMPROVEMENT in the balance of payments, which had begun during 1968 in the wake of devaluation, gathered momentum during 1969 and the surplus on current and long-term capital account was running at an annual rate of over £700 million in the second half of the year. The shift of resources to the balance of payments was the main expansionary influence on demand during 1969. The following paragraphs analyse these devolpments in more detail.

Domestic developments

Gross domestic product increased slowly between the second half of 1968 and the first half of 1969. Private investment continued to increase, particularly in manufacturing industry (after allowing for the effects of the ending of higher rates of investment grants at the end of 1968), and exports grew substantially faster than imports; but consumers' expenditure fell a little as the measures of November 1968 took effect, and there was also a decline in public sector investment.

In the second half of 1969, the gross domestic product increased more strongly. The volume of exports of goods and services rose by 6½ per cent compared with the first half of the year, while the volume of imports of goods and services rose by less than 1 per cent. Private investment, especially again in manufacturing industry, continued to increase. Consumers' expenditure rose by over 1 per cent. The decline in public expenditure on goods and services was virtually halted. In spite of a reduction in the rate of stockbuilding, the national product as a whole rose at an annual rate of over 3 per cent.

During 1969 as a whole, *i.e*, between the second halves of 1968 and 1969, gross domestic product rose by nearly 2 per cent. This followed a rise of over 3½ per cent during 1968. Thus, over the two years to the second half of 1969, the national product grew by rather more than 5½ per cent. From the two middle quarters of 1967 the increase was 6¼ per cent.

The increase in consumers' expenditure between the second halves of 1968 and 1969 was slightly more than the increase in real personal disposable incomes. Over the same period wage and salary earnings per employee increased by about 8 per cent. Taking account both of changes in employment and of the slower growth of other categories of personal income, total personal incomes rose by nearly 6½ per cent. After deducting direct tax payments and National Insurance contributions, personal disposable incomes increased by nearly 6 per cent during 1969, less than 1 per cent faster than prices. Consumer borrowing from the banks and on hire purchase was significantly reduced during the year.

Monetary developments

In 1969 monetary conditions were exceptionally stringent. One reason was the improvement in the public sector's borrowing requirement, which moved from borrowing amounting to £1,315 million in 1968 to a surplus of about £400 million in 1969. Some £400 million of gilt-edged securities were sold to the non-banks, compared with net purchases by the authorities of £210 million in 1968; and ceiling control was maintained on many categories of bank lending. Some measure of the results of fiscal and credit policy is given by the movement in domestic credit, which contracted by over £200 million in 1969 (see article on 'Money Supply and Domestic Credit' in *Economic Trends*, May 1969), compared with an expansion of about £1,900 million in 1968.

Exceptional pressures on liquidity began in the first half of the year. In the first quarter the public sector was in surplus by £1,200 million (not seasonally adjusted). Interest rates, both short and long, were rising sharply. On February 27, Bank Rate was raised from 7 to 8 per cent. The rate on local authority three month deposits rose from under 8 per cent at the beginning of the year to over 9½ per cent by May—reflecting both tighter policy at home and a rise in international interest rates. The market for government securities remained weak until mid-June, but the authorities increasingly allowed this weakness to be reflected in yields. During the latter half of the year, confidence in sterling improved markedly. Concurrently, and in part for the same reasons, the market for government securities strengthened. The authorities were able to make sales of gilts to the non-banks amounting to nearly £500 million with only small falls in yields. In itself this recovery tended to intensify the pressure on liquidity, but it was broadly offset by the inflow of money from overseas. In the latter half of the year the external surplus required some £375 million of Central Government financing, and the Central Government borrowed more from the domestic banks as a consequence. The money supply, having shown little change between end-December and end-June, rose by some £435 million or 2¾ per cent in the latter half of the year (the rise in the money supply during the year would have been smaller by some £130 million but for the accumulation of foreign currency deposits by residents, much of which probably represented funds awaiting investment in overseas securities).

The continued inflow of foreign exchange in the first quarter of 1970 may be attributable in some measure to the pressure on domestic liquidity in the revenue quarter associated with another very substantial public sector surplus. The inflow no doubt helped to ease that pressure.

The balance of payments

The balance of payments on current account showed a surplus of about £90 million in the first half of the year and of £275 million in the second half. The capital account was in deficit by about £75 million in the first half of 1969, but with the help of a number of favourable factors swung into a surplus of nearly £100 million in the second half of the year. The balance on current and long-term capital account (the 'basic balance') in 1969 as a whole was nearly £390 million—a swing of nearly £800 million from the outturn in 1968. In addition, there was a positive balancing item (reflecting unrecorded inflows) of £180 million and some inflow of banking and other monetary funds. In all, there was a surplus of some £740 million available for official financing transactions, which was applied mainly to the repayment of debt.

World trade in 1969 expanded rapidly, probably even faster than in the previous year. Reinforced by the continuing effects of devaluation United Kingdom exports of goods (after allowing for the special influences affecting recording) increased by 12 per cent in value and by about 10 per cent in volume between the second halves of 1968 and 1969. During this period the value of imports increased more slowly than during the previous year. The rise (on a trade accounts basis and excluding United States military aricraft) was about 5 per cent, and of this the major part was attributable to higher prices. The small increase in the volume of imports of 2 per cent was partly related to the restrained growth in the home economy, and the import deposit scheme and probably some continuing effect of devaluation played some part in limiting the growth of imported manufactures.

Net invisible earnings showed an improvement of around £200 million in 1969. This improvement stemmed mainly from a massive recovery in net receipts of interest, profits and dividends, particularly by oil companies (some part of the oil receipts recorded in early 1969 may properly belong to 1968, so that the rise between the two years is perhaps over-stated). Substantially higher net earnings were also achieved by civil aviation, travel and other services. For the third successive year there was a small reduction in net government expenditure overseas.

(*Continued on next page*)

ECONOMIC BACKGROUND TO THE BUDGET, *continued*

The balance of long-term capital movements improved from a deficit of about £90 million in 1968 to a surplus of about £20 million in 1969. The official account, which had benefited in 1968 from the postponement of payments on the North American loans and from a loan from the Deutsche Bundesbank, moved from a surplus of £20 million to a deficit of £95 million in 1969. The effect of a German offset loan (£52 million) was considerably more than outweighed by resumed long-term debt repayments, overseas aid (including two years' contribution to the International Development Association) and by reduced net drawings from the Ex-Im Bank to finance purchases of United States military aircraft. The capital account in 1969 was strengthened by borrowing abroad by nationalized industries and local authorities, which amounted to £76 million. The net outflow of private long-term capital of £110 million in 1968 gave way to an inflow of £40 million in 1969. An increased outflow on direct investment and a smaller net inflow on oil account was more than offset by the swing from substantial deficit to large surplus on portfolio account. This development was the combined result of the weakness of Wall Street, improved confidence in the United Kingdom (reflected in substantial purchases of United Kingdom equities) and reduced purchases of Australian securities. Much of the inflow from disinvestment on Wall Street, and part of the net long-term borrowings during the year, were reflected in an increase in private dollar balances (recorded in monetary movements) pending reinvestment later. Euro-dollar borrowing from banks in the United Kingdom for the purpose of financing investment abroad fell from £175 million in 1968 to £70 million in 1969.

Forecasts and outturn for 1969

The Financial Statement and Budget Report for 1969-70 continued the practice, which had been started in the Financial Statement for 1968-69, of setting out a detailed forecast of demand and output over the period up to the middle of the following year. In Table 1 the forecasts for 1969 are compared with provisional estimates of the outturn. In total the increase in domestic output between the second halves of 1968 and 1969 was close to the main forecast but there were some compensating errors in the forecast rates of change of the components.

Consumers' expenditure rose by 1 per cent instead of remaining virtually unchanged. Public expenditure on goods and services fell by 1½ per cent instead of rising by nearly 1 per cent. Within this total, public authorities' consumption hardly changed instead of rising by over 1½ per cent, and public fixed investment fell faster than had been expected.

Private fixed investment increased about half as fast as forecast, but within this category investment by manufacturing industry increased broadly as expected by over 10 per cent (after adjusting the series for the effects of the ending of higher rates of investment grants at the close of 1968). Exports of goods and services increased nearly twice as fast as the main forecast and indeed faster than the 'higher export alternative' presented in the Financial Statement and Budget Report 1969-70. Imports of goods and services rose slowly instead of remaining unchanged. Stockbuilding probably fell rather more than expected.

In June the Chancellor stated that the objective for the balance of payments was to obtain a surplus of at least £300 million on the current and long-term capital account in the financial year 1969-70. It is clear that the outturn for 1969 was considerably more favourable than had been foreseen. The surplus on current account was larger than expected. Exports and net invisibles were substantially higher and payments for United States military aircraft lower than expected; on the other hand the import bill was higher than expected (mainly because of the rise in import prices). The improvement in private capital account was considerably greater than expected but, as indicated earlier, part of the improvement was due to temporary factors (notably the weakness of Wall Street).

The forecasts up to mid-1971 cover much the same ground as those shown for the period up to mid-1970 in the 1969-70 Financial Statement and Budget Report. These forecasts are necessarily subject to a wide margin of error.

Domestic prospects

Over the period from the second half of 1969 to the second half of 1970, and also between the first halves of 1970 and 1971 the gross domestic product is expected to increase by about 3½ per cent. In contrast with the experience of the last two years, when there were marked divergences in the percentage rates of change of different elements in demand, the main components of demand are expected to rise more nearly in line during the forecast period. Consumers' expenditure, which has risen by only 1 per cent a year during the last two years while the balance of payments was being corrected, is forecast to rise broadly in line with total final expenditure. Likewise, public expenditure on goods and services, which has been severely restrained during the last two years, is expected to rise more nearly in line with the national product as a whole. Exports of goods and services are likely to increase substantially, though more slowly than during 1969 when the rate of expansion was exceptionally fast. The forecast shows total output rising somewhat faster than the estimated rate of increase of productive potential.

The following paragraphs give in outline the prospects for each of the main components of demand in terms of the percentage change between the first half of 1970 and the first half of 1971.

Total demand for goods and services by the public sector, which fell last year, is likely to increase by 2½ per cent. Within this total the volume of public authorities' current expenditure(†) is forecast to increase by 2 per cent, most of the forecast increase is in local authorities' consumption, with only a slight increase in Central Government consumption. The downward trend in public sector investment(†) probably ceased towards the end of 1969; it is forecast to increase by about 3½ per cent. The greater part of the recent fall was in investment by public corporations for which a small increase is now forecast. The decline over the past two years in investment by the gas industry is unlikely to continue and the fall in electricity investment is expected to moderate. Post Office invesment will probably continue to rise and a fairly sharp increase in investment in air transport is likely in 1970-71, with the delivery of Jumbo jets to BOAC. The growth of investment expenditure by public authorities is likely to be considerably faster than recently, with significant increases in most important categories, particularly roads and education.

Private sector fixed investment as a whole is expected to increase by about 4 per cent. The official investment intentions inquiries, published in January, indicated a continued strong rise in manufacturing investment and perhaps a small rise for the distributive and service industries other than shipping. In view of continued financial pressures on companies and of some less firm indicators, such as the CBI's February inquiry, the most likely outcome for manufacturing investment may be rather less than a direct inference from the inquiry would suggest. With a good flow of funds into building societies in recent months and with an increase in local authority mortgage lending, the most likely prospect is for a recovery in private sector housing investment.

The rate of stockbuilding is expected to increase, despite the continuation of relatively tight monetary conditions, but the timing is uncertain. Consumers' expenditure is forecast to rise by nearly 4 per cent with a slightly faster rise in real personal disposable incomes. The renewed rise in real incomes after a period of near stability reflects rising money incomes, the effects of the Budget and the absence of the special factors – in particular, increases in indirect taxation, but also the effects of devaluation on consumer prices – which have restrained real incomes over the last two years. With a faster growth of real personal disposable incomes the personal savings ratio should show some tendency to rise. However, whilst consumers reduced their debt to banks and other financial institutions by a substantial amount during 1969, a comparable rate of repayment is unlikely during 1970 and by the first half of 1971 consumer debt may be increasing slightly. Thus, consumer credit is a factor likely to add to the growth of consumption over the forecast period.

After two years of exceptionally rapid expansion world trade is expected to rise more slowly. The volume of *exports of goods and services* is forecast to increase by nearly 4½ per cent; by value the increase is expected to be greater.

The forecasts of domestic demand and exports taken together imply that *total final expenditure* will increase by about 4 per cent. With diminishing effects of devaluation, and allowing for the

(†) The figures referred to here differ from the usual published series for the following reasons:

(a) All series are revalued at constant 1963 prices.
(b) Some figures for the past have been smoothed.
(c) For the sake of continuity investment in the first half of 1967 by the steel firms which were subsequently nationalized is included in the public sector in Table 4. Table 1 retains the previous convention of treating all steel investment as in the private sector.
(d) The figures exclude purchases and sales of land and existing buildings.

The forecast movements between the financial years 1969-70 and 1970-71 are an increase of 2 per cent in public authorities' consumption and of about 3½ per cent in public sector investment.

ending of the import deposit scheme, the volume of imports of goods and service may be expected to increase faster in relation to total final expenditure. An increase in volume of over 6 per cent is forecast, but little change is expected in import prices compared with the sharp rise during the previous 12 months. Increases are expected in most categories of imports, in particular capital goods, consumer goods and industrial materials, though imports of silver should fall.

The forecasts of final expenditure and of imports lead to the implied rate of increase of domestic output (gross domestic product) of about 3½ per cent.

The Balance of Payments

During 1970, with the expected slowing down of world trade and faster expansion of the domestic economy, the volume of exports cannot be expected to rise faster than that of imports as it did last year, and it is, indeed, expected to rise more slowly. Nevertheless, comparing the years 1969 and 1970 the increase in the volume of exports is expected to exceed that in the volume of imports. Taking account also of an expected improvement in the terms of trade as import prices level off, and of lower payments for United States military aircraft, the visible balance in 1970 is expected to be substantially better than in 1969. The considerably higher rate of net invisible earnings achieved during 1969 should be broadly maintained, despite the removal of the travel currency restrictions. The current account surplus in 1970 as a whole is thus expected to be larger than in 1969 as a whole. A larger net outflow of long-term capital on official account is expected this year, partly because the outflow in the past two years has been reduced by special receipts. On private capital account much will depend on the state of confidence and upon the attractiveness of Wall Street. The currency balances of investors are likely to be reinvested when overseas securities return to favour. The reinvestment of these balances would be recorded as an outflow of capital, just as their accumulation was recorded as an inflow, but there would be no effect on the reserves. In all, a satisfactory balance of payments surplus on current and long-term capital account is expected.

Loans from the National Loans Fund 1970-71

THE WHITE PAPER 'Loans from the National Loans Fund 1970-71' Cmnd. 4333, price 3s. was published on April 14, continues a series begun in 1961 of annual reports on Government lending and on the financing of the capital requirements of the nationalized industries. It carries forward by one year the information given in last year's White Paper (Cmnd. 3995) and gives out-turn figures for the financial years 1967-68, 1968-69, and 1969-70, and estimates for 1970-71.

General index of retail prices for March

THE DEPARTMENT of Employment and Productivity announce that at March 17, 1970 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 137.0 compared with 136.2 at February 17. The rise in the index during the month was due to rises in the average levels of prices of many goods and services including potatoes and other fresh vegetables whose prices vary seasonally.

British films quota returns - 1969

RETURNS OF films exhibited in 1969, which all exhibitors are required to make under the Films Act, 1960, as extended, have now been examined by the Board of Trade.

The Act provides that cinemas must show British quota films to at least the extent of the percentages prescribed. For the year ended December 31, 1969, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the supporting programme. Of the 1,345 cinemas whose returns were analysed, 117 cinemas which satisfied the conditions of the Act regarding quota relief had reduced quotas prescribed ranging from 12.5 per cent to 28.0 per cent instead of the standard first feature quota of 30.0 per cent; and 97 of these, playing a majority of double feature programmes, had reduced quotas ranging from 12.0 per cent to 23.0 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,345 cinemas were 29.0 per cent for first feature and 24.4 per cent for supporting programme.

The main points of the analysis are:

The average proportion of British films at all cinemas for first feature and for the supporting programme was again above the prescribed level. The proportion, 39.4 per cent, of British films exhibited as first features showed a marked improvement over the previous year's achievement of 34.2 per cent. The figure for supporting programme, 35.7 per cent, showed a slight decrease against 36.2 per cent for 1968.

Of the 1,345 cinemas covered, 93 per cent achieved or exceeded their first feature quotas (against 90 per cent for the previous year) and 95 per cent their supporting programme quotas (against 92 per cent the previous year). A large proportion of those which failed to achieve their quotas did so by only a small margin.

The average first feature film quotas achieved by the major circuits were 41 per cent for Rank cinemas and 47 per cent for ABC cinemas. Rank achieved 32 per cent and ABC 41 per cent for supporting programme.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 17, 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Zeta One	Br/E 34794	82	April 15	Tigon Pictures Ltd.	Tigon British Film Productions Ltd.
Hellboats	Br/E 34795	95	April 15	United Artists Corporation Ltd.	Mirisch Films Ltd.
Airport Story	Br/E 34796	15	April 15	Amanda Films Ltd.	County Films Ltd.
The Bearded Ones	Br/E 34797	28	April 15	United Artists Corporation Ltd.	Park Gate Productions Ltd.
Negatives	Br/E 34803	98	April 16	Crispin Film Distributors Ltd.	Kettledrum Productions Ltd.
Movietone News 2132	Br/E 34663	9	April 17	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2132A	Br/E 34664	7	April 17	" " "	" "
				FOREIGN	
The Damned	F 34782	153	April 14	Warner-Pathe Distributors Ltd.	Pegaso Films S.r.l., Rome
The Honeymoon Killers	F 34783	106	April 14	Cinerama International Releasing Org.	Roxanne Company Inc.
Follow Me	F 34784	75	April 14	" " "	Robert E. Petersen
Hot Rod Action	F 34785	72	April 14	" " "	" "
Dillinger Is Dead (Dillinger E Morto)	F 34786	95	April 14	Amanda Films Ltd.	Pegaso Films S.r.l., Rome
Paint	F 34787	9	April 14	" "	Norman Gollin
No Room To Die	F 34788	88	April 14	Miracle Films Ltd.	P.A.C. Production, Rome
The Bounty Killer	F 34789	92	April 14	Grand National Pictures Ltd.	Premier Films Inc.
The Adventurers	F 34790	171	April 14	Paramount Pictures (U.K.) Ltd.	Adventurers Film A.G. Zug.
Bob and Carol and Ted and Alice	F 34791	105	April 14	Columbia Pictures Corporation Ltd.	Frankovich Productions Inc. and Coriander Productions Inc.
The Fat And The Lean (Le Gros Et Le Maigre)	F 34792	16	April 14	New Cinema Presentations Ltd.	A.P.E.C., Paris
Black God, White Devil	F 34793	110	April 14	" " "	Luiz Augusto Mendes. Copacabana Productions, Brazil
If It's Tuesday This Must Be Belgium	F 34798	98	April 15	United Artists Corporation Ltd.	Wooper Films Inc.
The Happy Ending	F 34799	111	April 15	" "	Pax Films Inc.
Matchless	F 34800	103	April 16	" " "	Dino De Laurentiis Cinematografica S.p.a., Rome
The Confrontation (Fenyes Szelek)	F 34801	85	April 16	Connoisseur Films Ltd.	Mafilm Studio 1, Budapest
A Gentle Creature (Une Femme Douce)	F 34802	87	April 16	" " "	Parc Film, Neuilly Sur Seine and Marianne Productions, Paris

Correction to the Register:
In the list of films registered during the week ended Friday, March 20, 1970, the maker's name of the film 'Furtocks End' (Br/E 34730) should read: Gannet Films Limited.

United Kingdom trade in March

SUMMARY

THE VISIBLE TRADE BALANCE in March, seasonally adjusted and excluding United States military aircraft, was in surplus by £5 million. In the first quarter of 1970 there was a surplus averaging £12 million a month, following a surplus of £10 million a month in the previous quarter.‖

‖These comparisons are drawn after allowing for special influences, which affected the recording of exports for the first month of the earlier period and have since been negligible. See Note 2 (d).

Table 1A. United Kingdom Trade

Seasonally adjusted values — £ million per month

	Exports fob§	Imports cif		Visible trade balance†§
		Total	Excl. US military aircraft, etc.	
1968	536	658	646	- 55
1969	611	694	678	- 12
1968 1st quarter	521	647	641	- 57
2nd quarter	506	642	633	- 74
3rd quarter	550	666	654	- 48
4th quarter	567	678	657	- 42
1969 1st quarter	565	677	660	- 43
2nd quarter	596	700	678	- 30
3rd quarter	637	696	680	+ 13
4th quarter	648	701	693	+ 13
October	646	702	689	+ 13
November	651	697	689	+ 20
December	645	705	702	+ 5
1970 January	663	693	692	+ 38 p
February	634	715 r	713 r	- 7 pr
March p	671	730	728	+ 5 p
1969 4th quarter	648	701	693	+ 13
1970 1st quarter p	656	713	711	+ 12

† Excluding transactions relating to US military aircraft financed by Exim bank credit. (See Note 2 (b).)

§ For figures after adjusting for special influences affecting the recording of exports see Note 2 (d).

Table 1B. Three-monthly averages‡

Seasonally adjusted values — £ million per month

1969 April	561	684	668	- 58
May	577	687	668	- 40
June	596	700	678	- 30
July	607	706	682	- 22
August	629	706	686	- 3
September	637	696	680	+ 13
October	652	694	681	+ 28
November	649	696	687	+ 21
December	648	701	693	+ 13
1970 January	653	698	694	+ 21
February	647	704	702	+ 12
March	656	713	711	+ 12

‡ Average of month shown and two preceding months. (See Note 2 (c).)

Exports and Imports

Exports in March were £671 million fob seasonally adjusted. Imports were £728 million cif, seasonally adjusted and excluding United States military aircraft.

In the first quarter, exports averaged £656 million a month, an increase of nearly 2 per cent on the rate of £645 million in the fourth quarter of last year.‖ Imports averaged £711 million in the first quarter, an increase of about 2½ per cent on the fourth quarter average of £693 million a month.

Invisibles

The surplus on invisibles is estimated by the Central Statistical Office to have been running recently at about £40 million a month.

Brief assessment

The quarterly figures show that exports have continued to rise from the high level attained at the end of 1969, though the rise was not so fast as in the second half of last year. The value of imports has also been rising, with commodity prices increasing further and some increase in volume.

For the third successive quarter the visible trade balance has been in surplus. The current account of the balance of payments remains in substantial surplus.

EXPORTS

Exports in March were £671 million fob, seasonally adjusted. No allowance is needed in March for special factors affecting the recording of exports (see Note 2 (d). The high figure in March followed the low February figure of £634 million and exceeded the previous record of £663 million in January.

(*Continued on page* 1098)

Table 1C

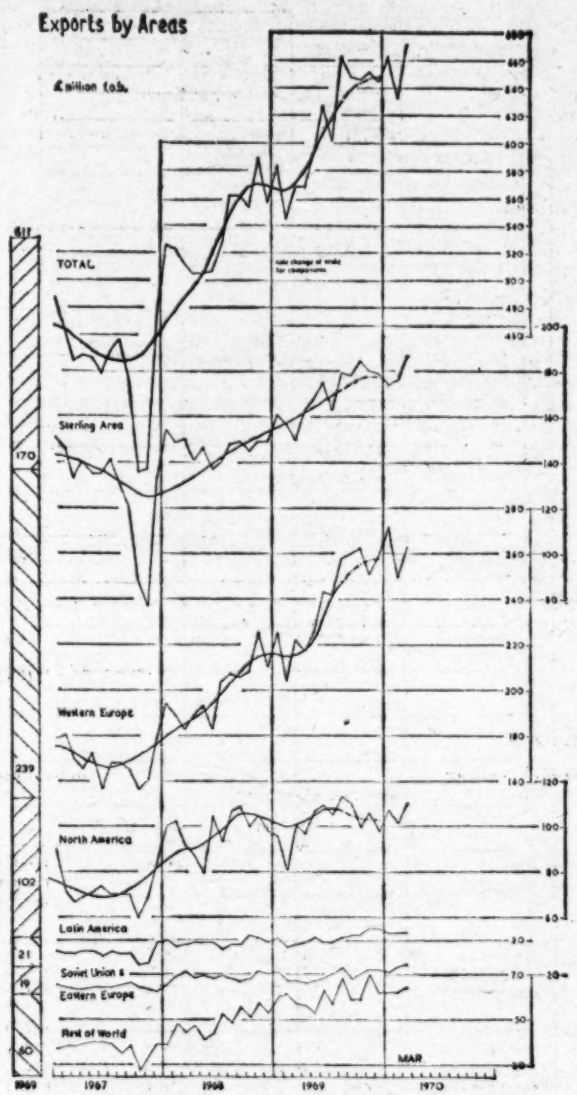
Recorded values — £ million per month

	Exports fob	Imports cif	
		Total	Excl. US military aircraft, etc.
1968 1st quarter	522·3	665·1	658·6
2nd quarter	522·3	646·1	637·6
3rd quarter	524·3	649·3	636·9
4th quarter	575·7	672·0	650·8
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·3	704·6	696·3
1970 1st quarter p	649·8	715·6	713·7
January	638·4	742·6	741·3
February	618·6 r	680·0	677·1
March p	692·3	724·1	722·6

Table 2. Export: Areas (see chart on next page)

Seasonally adjusted values — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1969	611	170	239	127	90	102	21	19	60
1st quarter	565	158	217	116	82	93	19	19	59
2nd quarter	596	169	229	121	87	104	20	17	57
3rd quarter	637	173	253	133	95	109	20	20	61
4th quarter	648	181	257	139	96	102	24	21	64
1970 January	663	174	271	145	104	107	23	21	62
February	634	176	250	133	100	101	23	23	62
March p	671	186	263	139	101	110	23	24	64
1969 4th quarter	648	181	257	139	96	102	24	21	64
1970 1st quarter p	656	179	261	139	102	106	23	23	62



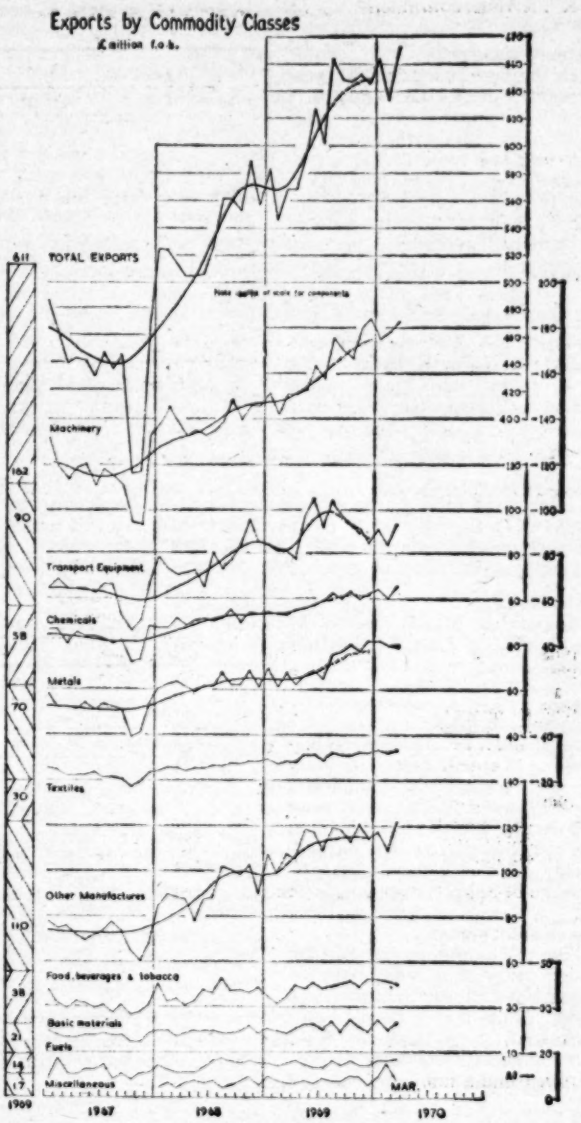


Table 3. Exports: Commodity classes

Seasonally adjusted values

£ million fob per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures								Miscellaneous
						Machinery and transport equipment							
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1969	611	38	21	14	521	253	162	66	24	58	70	30	110	17
1st quarter	565	33	19	15	479	228	148	62	22	53	66	28	104	17
2nd quarter	596	39	21	14	507	249	156	66	26	56	65	30	107	16
3rd quarter	637	39	21	14	547	268	168	70	25	60	72	31	115	17
4th quarter	q48	41	21	15	552	266	177	66	24	62	79	32	115	18
1970 January	663	42	24	16	560	264	175	68	23	64	81	33	117	19
February	634	41	20	16	535	257	178	67	18	60	79	32	109	25
March p	671	40	23	17	571	276	182	72	24	65	79	33	121	18
1969 4th quarter	648	41	21	15	552	266	177	66	24	62	79	32	115	18
1970 1st quarter p	656	41	22	16	555	265	178	69	21	63	80	33	116	21

(Continued on next page)

UK TRADE, *continued*

General comment

In the first quarter of this year exports averaged £656 million a month compared with £645 million in the fourth quarter of last year (see Note 2 (d)), an increase between the two periods of nearly 2 per cent. During the second half of 1969 the rate of growth had averaged 3 per cent per quarter.

EXPORTS f.o.b.

Seasonally adjusted	£ million a month	
	Month	Three-month average
1969		
July	602	607
August	661	629
September	648	637
October	646	652
November	651	649
December	645	648
1970		
January	663	653
February	634	647
March	671	656

Market pattern

There was a recovery in shipments to North America in the first quarter, with higher deliveries to both the United States and Canada. Exports to EFTA markets showed a further marked rise. Deliveries to EEC countries and to the sterling area showed little change.

Commodity pattern

Exports of road motor vehicles recovered in the first quarter, but there was a fall to a below average level in deliveries of 'other transport equipment', mostly ships and aircraft. There were small but widespread increases in practically all other commodity groups.

IMPORTS

Imports in March rose to £728 million cif (seasonally adjusted and excluding United States military aircraft); the total inclusive of these aircraft was £730 million.

General comment

In the first quarter imports (excluding United States military aircraft) averaged £711 million a month, about 2½ per cent above the average rate of £693 million in the previous quarter. The increase partly reflected higher prices; the volume of imports also increased.

IMPORTS cif excluding US military aircraft, etc.

Seasonally adjusted	£ million a month	
	Month	Three-month average
1969		
July	687	682
August	671	686
September	683	680
October	689	681
November	689	687
December	702	693
1970		
January	692	694
February	713	702
March	728	711

Commodity pattern

The rise in imports between the fourth and first quarters reflected a marked increase in arrivals of food, drink and tobacco, with particularly high figures for food and tobacco in March. There were more moderate increases in industrial materials and finished manufactures, and a fall in arrivals of fuel.

Imports by Commodity Classes

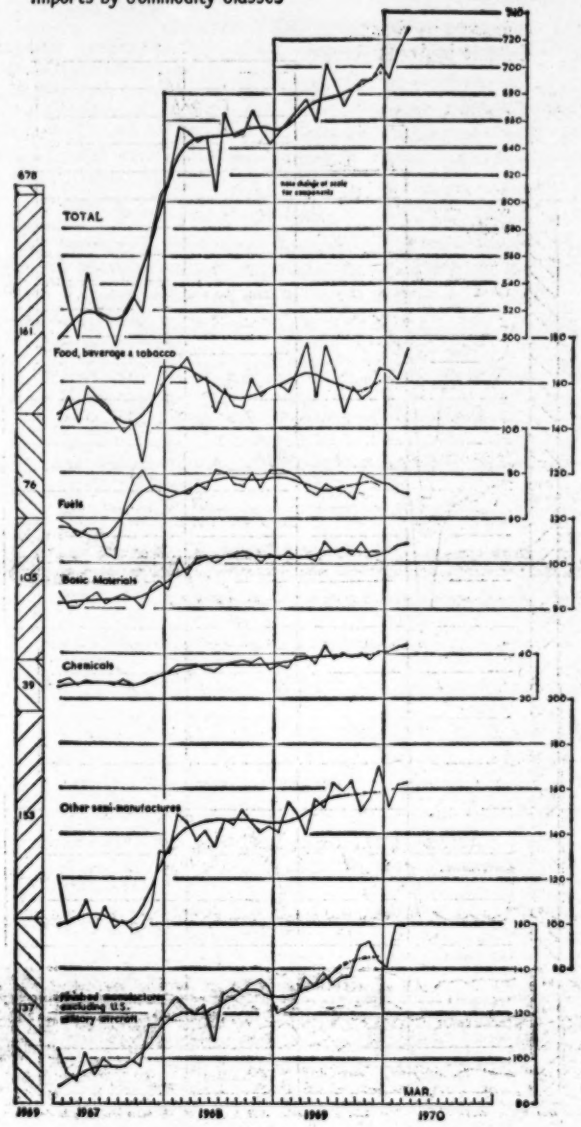
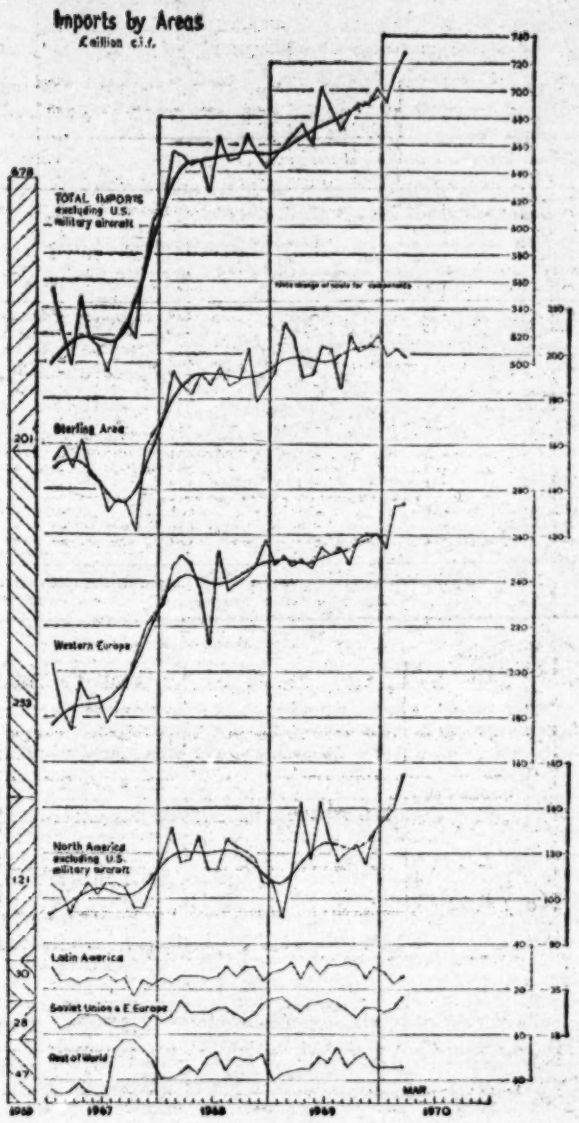


Table 4. Imports: Commodity Classes

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1969	694	678	161	76	296	105	39	153	153	137	7
1st quarter	677	660	161	80	287	103	36	147	142	125	8
2nd quarter	700	678	169	73	291	104	40	148	160	138	8
3rd quarter	696	680	157	72	304	106	39	160	153	138	7
4th quarter	701	693	158	78	303	105	40	158	156	149	7
1970 January	693	692	165	75	298	105	41	152	142	141	7
February	715	713	161	72	313	108	43	162	162	159	9
March p	730	728	175	71	316	109	44	163	161	159	9
1969 4th quarter	701	693	158	78	303	105	40	158	156	148	7
1970 1st quarter p	713	711	167	73	309	107	43	159	155	153	8



Sources of imports

There was a sharp rise between the two quarters in imports from Canada, partly reflecting higher nickel shipments after the strikes; imports from the United States were unchanged. There was a further rise in imports from Western Europe but arrivals from the sterling area fell back a little.

Import deposits

It is announced by HM Customs that gross receipts of import deposits in March amounted to £87 million; repayments were £91 million.

Other factors in the trade balance

The net adjustment to the seasonally adjusted figures to derive the visible trade balance (explained in greater detail in Note 2 (a)) amounted to a credit of £62 million in March. The decrease from the net credit of £72 million in February reflects a large debit for ships built and delivered abroad to United Kingdom owners.

VISIBLE TRADE BALANCE

There was a surplus on visible trade in March of £5 million, seasonally adjusted and excluding United States military aircraft. In the first quarter there was a surplus of £12 million a month following a surplus of £10 million a month in the final quarter of last year. (See Note 2 (d).)

VISIBLE TRADE BALANCE

Seasonally adjusted	£ million a month	
	Month	Three-month average
1969		
July	− 33	− 22
August	+44	− 3
September	+28	+13
October	+13	+28
November	+20	+21
December	+ 5	+13
1970		
January	+38	+21
February	− 7	+12
March	+ 5	+12

CURRENT ACCOUNT

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. These are estimated by the Central Statistical Office to have been running recently at about £40 million a month, much the same as in the second half of 1969.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £2 million a month in the second half of 1969 but were nil for the second successive month in March; payments in the first quarter as a whole were negligible. The payments have been made largely out of corresponding loans from the Export-Import bank which are included as a credit in the capital account of the balance of payments.

NOTES

1. Detailed particulars of United Kingdom imports and exports will be published on April 27† and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for May, due to be published on or about May 29.

† Overseas Trade Statistics of the United Kingdom, March 1970, HMSO, price 30s. (Annual subscription £19 4s.)
‡ Report on Overseas Trade, published by HMSO, price 6s. (Annual subscription £3 16s.)

(*Continued on next page*)

Table 5. Imports: Areas

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1969	694	678	201	253	136	121	30	28	47
1st quarter	677	660	204	249	122	104	30	30	42
2nd quarter	700	678	193	250	155	133	29	27	46
3rd quarter	696	680	201	251	138	122	31	28	49
4th quarter	701	693	204	260	131	124	29	25	49
1970 January	693	692	199	255	136	135	28	25	46
February	715	713	202	273	143	140	23	27	46
March p	730	728	199	274	157	155	26	32	46
1969 4th quarter	701	693	204	260	131	124	29	25	49
1970 1st quarter p	713	711	200	267	145	143	25	28	46

UK TRADE, *continued*

Calculation of Visible Trade Balance

Seasonally adjusted values

£ million per month

	Exports			Imports (excluding US military aircraft, etc.)				Visible Trade Balance
	Overseas Trade Statistics Basis (fob) (1)	Coverage adjustments (2)	Balance of Payments Basis (fob) (3)	Overseas Trade Statistics Basis (cif) (4)	Freight, insurance and other valuation adjustments (5)	Coverage adjustments (6)	Balance of Payments Basis (fob) (7)	(8)
1968	536	-24	512	646	-66	-13	567	- 55
1969	611	-27	584	678	-68	-14	596	- 12
1st quarter	565	-26	539	660	-68	-10	582	- 43
2nd quarter	596	-30	566	678	-67	-15	596	- 30
3rd quarter	637	-25	611	680	-66	-16	598	+13
4th quarter	648	-27	621	693	-70	-15	608	+13
1970 1st quarter	656	-27	629	711	-74	-20	617	+12
1969 October	646	-25	622	689	-70	-11	608	+13
November	651	-33	618	689	-68	-23	598	+20
December	645	-22	624	702	-71	-11	619	+ 5
1970 January	663	-23	640	692	-74	-16	602	+38
February	634	-30	604	713	-73	-29	611	- 7
March	671	-27	644	728	-75	-14	639	+ 5

Figures in columns 3 and 7 are the result of applying the respective adjustments to columns 1 and 4. Column 8 is the difference of columns 3 and 7. Components and totals throughout are rounded independently.

2. (a) Visible Trade Balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together.

The visible trade balance is obtained by making a number of adjustments to the figures recorded in the monthly Trade Statistics. Some are valuation adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). These adjustments are described in greater detail in the annual 'Pink Book' *United Kingdom Balance of Payments* 1969 (Table 5 and pp. 66-68).

A run of recent figures summarizing the adjustments is given in the table at the top of this page.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(d) Special factors affecting the recording of exports

As stated earlier in this article, the net effect of special factors affecting the recording of exports in March was negligible, as it was in the previous four months.

The special factors arose from the action taken by HM Customs to improve the documentation of exports following the identification of net under-recording.

In the first place, there is believed to have been a gradual reduction in the underlying net under-recording from a rate estimated at £12 million a month in the second quarter to a level from October onwards which can be disregarded. A direct measure of this under-recording is expected to be possible as the results of the checks on current documentation by HM Customs become available but because of delays in obtaining replies from traders they are not quite complete enough to permit an assessment.

Secondly, during the third quarter some documents were lodged belatedly from earlier periods which had already been taken into account in the estimates of under-recording for earlier months and should not be counted twice. Thirdly, some documents have been submitted more promptly; this speeding up in documentation which, while in progress adds to the normal flow of documents, is only a change in the process of recording and does not reflect a corresponding movement in the trend of either shipments or payments. There was evidence of such speeding up in the months up to October but no indication of any further movement since then. A somewhat fuller account of the special factors is given in the press release for December and preceding months.

The effect of these influences needs to be taken into account in assessing the underlying trends of both exports and the visible trade balance. The combined net effect is shown in the table below:

Adjustments to exports and visible trade balance for special factors affecting the recording of exports

Seasonally adjusted

£ million per month

	Net adjustment for special factors	Exports fob		Visible Trade Balance	
		Before adjustment	After adjustment	Before adjustment	After adjustment
1969	+ 4	611	615	- 12	- 8
1st quarter	+12	565	577	- 43	- 31
2nd quarter	+12	596	608	- 30	- 18
3rd quarter	- 6	637	631	+13	+ 7
4th quarter	- 3	648	645	+13	+10
October	- 10	646	636	+13	+ 3
November	—	651	651	+20	+20
December	—	645	645	+ 5	+ 5
1970 January	—	663	663	+38	+38
February	—	634	634	- 7	- 7
March	—	671	671	+ 5	+ 5
1969 4th quarter	- 3	648	645	+13	+10
1970 1st quarter	—	656	656	+12	+12

(e) Inclusion of re-exports with exports

As already announced (see, for example, the *Board of Trade Journal* of November 26, 1969, p. 1458) a new combined list of commodity headings has been introduced for the recording of trade from the beginning of this year. At the same time, re-exports are no longer separately distinguished but are included with exports. Export figures for earlier periods shown in this notice have been amended to include re-exports, which have of course always been included in arriving at the visible trade balance.

(f) Revised estimates of the value of trade by parcel post

As explained in the *Board of Trade Journal* of February 11, p. 375, following a periodic sample inquiry, revised values for exported and imported parcels have been used in compiling the trade figures for January 1970 onwards. Revisions are also being made on a graduated basis to the figures for 1966 to 1969 and these have been incorporated in the figures shown in this notice. In 1969 the revisions add a little over £3 million a month to exports and not quite £1 million a month to imports, with consequent changes in the visible trade balance.

Footwear industry: orders and deliveries

IN THE three months ending February net new orders received and deliveries by the footwear industry were 9 per cent less and 3 per cent less respectively than in the three months ending November 1969. As a consequence of deliveries exceeding net new orders, order books at the end of February were 12 per cent lower than at the end of November 1969.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
1969	35·2		15·7		16·2	
	Actual	**Seasonally adjusted**	**Actual**	**Seasonally adjusted**	**Actual**	**Seasonally adjusted**
1967 1st qtr.	40·5	37·3	18·3	16·9	16·1	15·7
2nd qtr.	41·9	33·2	15·6	14·5	15·2	15·9
3rd qtr.	30·2	34·8	12·0	16·3	15·9	15·8
4th qtr.	37·9	37·9	18·9	17·0	16·3	16·0
1968 1st qtr.	46·0	40·1	19·8	17·4	17·1	16·7
2nd qtr.	50·0	38·4	16·8	15·7	15·4	16·2
3rd qtr.	38·2	42·0	13·0	18·1	17·0	16·9
4th qtr.	41·2	41·2	18·5	17·0	17·3	17·3
1969 1st qtr.	47·5	41·9	19·1	16·8	17·0	16·6
2nd qtr.	48·9	39·2	15·7	15·1	15·2	16·0
3rd qtr.	34·6	38·9	11·5	16·1	16·3	16·2
4th qtr.	35·2	35·2	16·5	14·8	16·3	16·0
1968 Dec.	41·2	41·2	17·4	20·1	14·3	17·8
1969 Jan.	39·7	41·1	13·7	16·7	15·2	16·8
Feb.	44·2	42·7	22·1	17·6	17·6	16·0
Mar.	47·5	41·9	21·4	16·1	18·1	16·9
Apr.	50·5	42·7	18·3	16·6	15·3	15·8
May	52·4	41·5	16·8	14·4	14·9	15·6
June	48·9	39·2	12·0	14·3	15·5	16·6
July	42·8	39·7	9·0	16·9	15·1	16·4
Aug.	38·8	38·9	10·6	15·3	14·6	16·1
Sept.	34·6	38·9	15·0	16·2	19·2	16·1
Oct.	34·0	37·7	18·5	15·6	19·1	16·8
Nov.	35·8	37·1	18·8	14·6	17·0	15·2
Dec.	35·2	35·2	12·2	14·1	12·8	15·9
1970 Jan. p	32·5	33·5	11·2	13·7	13·9	15·4
Feb. p	33·8	32·7	18·3	14·6	17·0	15·5

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Gramophone Records for December 1969
Paper and Film Bags for January 1970
Imported Timber for February 1970
Wood Chipboard for February 1970
Salt for February 1970.

Quarterly at 7s. 6d. a year post free:

Jewellery for Fourth Quarter 1969
Motor Control Gear for Fourth Quarter 1969.

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18 on page 736.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in February showed an increase of 3 per cent on a year earlier, compared with an increase of 1 per cent in December and a decrease of 4 per cent in January.

The value of stocks at the end of February was 8 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*– 3*	..	..
1967	104	*– 5*	..	..
1968	108	*4*	..	..
1969	103	*– 5*	..	..
1968 1st quarter	102	*10*	135	*–15*
2nd quarter	93	*3*	129	*– 6*
3rd quarter	105	*1*	146	*– 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*–13*	153	*13*
2nd quarter	98	*5*	138	*7*
3rd quarter	100	*– 4*	157	*8*
4th quarter	124	*– 6*	147	*17*
1969 February	90	*– 8*	143	*10*
March	113	*–19*	153	*13*
April	108	*12*	143	*9*
May	96	*– 1*	149	*8*
June	90	*6*	138	*7*
July	76	*– 8*	149	*12*
August	93	*– 3*	153	*7*
September	131	*– 3*	157	*8*
October	141	*– 4*	139	*3*
November	118	*–14*	154	*15*
December	114	*1*	147	*17*
1970 January	60	*– 4*	140	*8*
February	92	*3*	154	*8*

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	February 1970	January–February 1970	February 1970
Women's knitted outerwear, blouses and skirts	*1*	*5*	*15*
Women's coats, costumes, furs and raincoats	*–12*	*1*	*–17*
Women's underwear	*1*	*– 8*	*10*
Women's hose and children's socks	*–10*	*– 6*	*–15*
Women's millinery	*–21*	*–22*	*–17*
Haberdashery, ribbons and wool	*–15*	*–22*	*–15*
Children's Wear	*– 2*	*– 7*	*15*
Men's and boys' shirts, pyjamas and outfitting	*7*	*4*	*7*
Gloves	*21*	*16*	*– 2*
Piece-goods and nets	*– 5*	*–11*	*–20*
Household textiles	*– 9*	*–15*	*–23*
Floor coverings, furniture and hardware	*6*	*2*	*4*
Total†	*3*	—	*8*

† Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for February

THE IMPORT unit value index showed only a small rise in February the unit value index for exports rose by one per cent. The terms of trade index rose to 101 (1961=100) after it had remained at 100 for five months.

After increases during much of last year the import unit value index has steadied in recent months and the rise in February, though increasing the rounded index by a point, was small. The most marked feature of the unit values for imported commodities in February was that prices of non-ferrous metals, which had been an important factor in the rise of the total index, fell back as a result of lower unit values for nickel. This drop together with a small fall in unit values for finished manufactures meant that the index for manufactured goods as a whole fell back a little although the rounded index was unchanged. The unit value index for fuels also fell, continuing the trend which has been apparent since the middle of 1968. The remaining main indices both rose in February; in the food, drink and tobacco group a substantial rise in unit values of fruit and vegetables was only partially offset by a fall in

(*Continued on page* 1103)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1969 January	124	123	111	105	138	127	114	130	117	120	134	133	130	103
February	123	123	112	104	137	128	115	130	117	119	135	133	130	104
March	124	122	113	103	138	128	114	131	117	120	136	133	131	103
April	125	124	114	103	139	127	115	130	117	121	135	133	130	102
May	126	124	116	101	141	128	115	130	118	122	136	132	131	102
June	126	124	115	101	142	128	115	130	118	122	137	132	131	102
July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	97	151	130	116	133	117	124	148	134	133	100
February	131	129	120	96	151	132	116	135	119	125	153	135	133	101

† Export Unit Value Index as a percentage of the Import Unit Value Index.

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Division will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Division (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Division of the Board of Trade in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Division of the Board of Trade and published *quarterly* in the *Board of Trade Journal.* Inquiries relating to the list should be made to Export Services Division at the address below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. A. B. N. Morey, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 30511/3.)

ALGERIA – Mr. S. Relton, First Secretary (Commercial), British Embassy, Résidence Cassiopée, Bâtiment B., 7, Chemin de Glycines, ALGIERS (Postal address: B.P.25, Alger R.P.) Tel. 60.56.01-04.) (Telex 91872 a/b Prodrome Alger.)

ANGOLA (Portuguese West Africa) – Mr. H. M. Carless, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 27838, 22487.)

ARGENTINA – Mr. J. L. Taylor, Minister (Commercial), British Embassy, Luis Agote 2412, BUENOS AIRES. (Postal address Casilla de Correo 2050, Buenos Aires.) (Tel. 80-7070/79.) (Telex 1666 a/b Prodroba BA.)

AUSTRALIA – Mr. H. B. C. Keeble, C.M.G., Minister (Commercial); Mr. M. E. Browne, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 73 0422.) (Telex AA62043 a/b Ukrep AA62043.)

SYDNEY – Mr. W. N. R. Maxwell, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, 2000 N.S.W. (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

MELBOURNE – Mr. R. W. B. Carter, C.M.G., Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

BRISBANE – Mr. F. S. Fielding, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane 4000, Queensland. (Tel. 21.4933/6.) (Telex AA40556 a/b Ukrep AA40556.)

PERTH – Mr. A. H. Birch, C.M.G., O.B.E., Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.) (Telex AA92493 a/b BHC WA AA92493.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia. (Tel. 51-4011/2.) (Telex AA82543 a/b Ukrep AA82543.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade or to Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

AUSTRIA – Mr. P. H. Scott, Counsellor (Commercial) and Consul-General), British Embassy, Reisnerstrasse 40, 1030, VIENNA. (Tel. 73.15.75/9.) (Telex 13410 a/b 13410 Britemb A.)

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, P.O. Box 4600, E. D. Sassoon Building, Parliament Street, NASSAU. New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. D. L. Hardinge, Second Secretary (Commercial), H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political Bahrain.' (Tel. 3597.) (Telex GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. R. B. Crowson, First Secretary, British High Commission, 147/9 Roebuck Street (P.O. Box 676c), BRIDGETOWN. (Tel. 63525.) (Telex WB219 a/b Ukrep, BRI WB219.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, Rue Joseph II, 28, B-1040 BRUSSELS. (Tel. 19.11.65.) (Telex 23462 a/b Prodrome Bruxls.)

ANTWERP – Mr. R. M. Saner, C.V.O., C.B.E., Consul-General, British Consulate-General, Frankrijklei, 105, ANTWERP B-2000. (Tel. 326940.)

TELEGRAPHIC ADDRESS unless other wise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOLIVIA – Mr. D. J. Moss, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29400 and 29404.) (Telex BX 5228 a/b Prodrome BX 5228.)

BOTSWANA – Mr. K. O. H. Osborne, First Secretary, British High Comission, Private Bag 23, GABORONE. (Tel. 483/5.)

BRAZIL – Mr. J. C. Petersen, C.M.G., Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 225-7252.) (Telex 31802 a/b Prodrome Rio.)

SAO PAULO – Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) Tel. 287-7722.) (Telex 021846 a/b Britain SPO.)

BRUNEI – Mr. J. E. T. Thorne, First Secretary, H.M. High Commission, Jalan Residency, BRUNEI TOWN. (Tel. 2231.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 885361/2.) (Telex 363 a/b Prodrome Sofia.)

BURMA – Mr. W. B. J. Dobbs, First Secretary (Commercial), British Embassy, 80 Strand Road (P.O. Box 638), RANGOON. (Tel. 15700.)

CAMBODIA – Mr. A. J. Johnstone, First Secretary (Commercial), British Embassy, 96 Moha Vithei Preah Bat Norodom (P.O. Box 150), PHNOM PENH. (Tel. 23974/5.)

CAMEROON – Mr. P. J. Barlow, First Secretary, British Embassy, Le Concorde, Avenue de l'Intendence, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 8200 a/b Prodrome YDE.)

BUEA – Mr. C. F. Miller, M.B.E., Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 26223.) (Telex 5245 a/b Britain Buea.)

[NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British onsulate at Buea deals with all other commercial matters.*]

CANADA – Mr. G. S. Whitehead, C.M.G., M.V.O., Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 013266 a/b Ukrep, OTT.)

MONTREAL – Mr. J. R. Cross, Senior British Trade Commissioner; Mr. L. G. Heptinstall, Deputy Senior Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 866-5863.) (Telex 26437 a/b Ukrep, MTL.)

TORONTO – Mr. R. McC. Samples, D.S.O., O.B.E., Senior British Trade Commissioner; Mr. A. H. Spire, Deputy Senior Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ontario. (Tel. 362-4401. (Telex 02-29531 a/b Ukrep, TOR.)

VANCOUVER – Mr. C. C. Clemens, M.C., Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 04-5481 a/b Ukrep, VCR.)

WINNIPEG – Mr. G. S. McWilliam, O.B.E., British Trade Commissioner, British Goverenment Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 03-5465 a/b Ukrep, WPG.)

EDMONTON – Mr. L. D. Byrne, British Trade Commissioner, British Government Office, 1404 Oxford Building, 10025 Jasper Avenue, Edmonton 15, Alberta. (Tel. 424-0481.) (Telex 037-2421 a/b Ukrep, EDM.)

REGINA – Mr. J. R. Bolton, O.B.E., British Trade Commissioner, British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tele. 527-6459; 527-6350.) (Telex 031-2360 a/b Ukrep REG.)

HALIFAX – Mr. T. W. Robinson, British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 014-42634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. R. H. Link, O.B.E., British Regional Information Officer, British Government Office, 100 D'Youville Square, Quebec 4, Quebec. (Tel. 525-5187.) (Telex 011-246 a/b Ukrep, QBC.)

CEYLON – Mr. J. M. Dutton, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 27611/8.) (Telex 101 a/b Ukrep, Colombo.)

CHILE – Mr. J. B. Ure, M.V.O., First Secretary (Commercial), British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. J. D. Laughton, Second Secretary (Commercial), Office of the British Chargé d'Affaires, 7 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3.)

COLOMBIA – Mr. J. T. Hyslop, O.B.E., First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (*Airmail address:* Apartado Aéreo 4508, Bogota.) (Tel. 34-90-80.) (Telex 044503 a/b Prodrome, Bogota.)

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CONGO, DEMOCRATIC REPUBLIC OF – First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Bernaert, 5th Floor Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

LUBUMBASHI – Mr. F. C. D. Sargeant, Consul, British Consulate, 669 Boulevard l'U.E.A.C., P.O. Box 973, Lubumbashi. (Tel. 2434.) (Telex 49 a/b Britain, EVL.)

COSTA RICA – Mr. M. L. Creek, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 10056, SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex CR169 a/b CR169 Prodrome.)

CUBA – Mr. D. F. Ballentyne, First Secretary (Commercial), British Embassy, Edificio Bolivar, Capdevilla 101-103, e Morro y Prado, HAVANA. (Tel. 61-5681.) (*Address for correspondence from Britain:* British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. C. G. Mays, First Secretary (Commercial), British Embassy, Thunovska 14, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 011011 a/b Prodrome Prague.)

DENMARK – Mr. G. W. Marshall, M.B.E., Counsellor (Commercial), British Embassy, 38-40 Kastelsvaej, 2100 COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2706 a/b Prodrome KH.)

AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2 ii 8000 Aarhus C. (Tel. (06) 12 25 00.)

[*There is also an Honorary Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:*

Mr. A. Mortensen, British Consulate, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. E. Cheesman, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. H. Lewty, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.) (Telex 38 a/b Prodrome Quito.)

EL SALVADOR – Mr. R. G. Farrar, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667 and 219106.) (Telex 20133 a/b Prodsalv.)

[*Postal address: Embajada Britanica, Apartado 601, San Salvador, El Salvador, Central America.*]

ETHIOPIA – Mr. R. C. Robinson, M.B.E., First Secretary (Commercial), British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 49227/8.)

ERITREA – Mr. R. Brereton, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FIJI – Mr. J. Nield, Commercial Officer, British Government Trade Office (P.O. Box 400), SUVA ('Britcom Suva'). (Tel. 22967.)

FINLAND – Mr. A. H. Reed, Counsellor (Commercial), British Embassy, Uudenmaankatu 16-20, HELSINKI 13. (Tel. 12574.) (Telex 121122 a/b UKHKI SF.)

FRANCE – Mr. J. S. Rooke, C.M.G., O.B.E., Minister (Economic); Mr. L. M. Minford, Counsellor (Commercial), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265-2710/5; 265.06.20/4.) (Telex 65264 a/b Inform Paris.)

BORDEAUX – Mr. K. S. Butler, Consul-General, British Consulate-General, 15 Cours de Verdun, 33-Bordeaux. (Tel. 52-28-35/6.) (Telex 57440 a/b Britain BORDX.)

LILLE – Mr. S. M. Black, Consul-General, British Consulate-General, 60 Boulevard de la Liberté, 59-Lille (Nord.) (Tel. 57. 35.49 and 57.01.77.) (Telex 82669 a/b Britain Lille.)

LYONS – Mr. J. O. McCormick, C.M.G., M.C., Consul-General, British Consulate-General, 24 Rue Childebert, 69-Lyons 2e, Rhone. (Tel. 37.59.67/8.) (Telex 33254 a/b Britain, Lyon.)

MARSEILLES – Mr. R. C. Ormerod, Consul-General, British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhonee). (Tel. 37.68.54/6.) (Telex 42307 a/b Britain, Marsl.)

NICE – Mr. D. G. Crichton, Consul-General, British Consulate, Immeuble Le Neptune, 3 Rue Meyerbeer, 06-Nice. (Tel. 87.12.81/2.)

STRASBOURG – Mr. H. Niblock, Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P., 42, 67-Strasbourg (Bas Rhin.) (Tel. 36.64.91.) (Telex 87995 a/b Bristra, Strbg.)

GAMBIA – Mr. S. A. Downton, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. D. D. Brown, C.M.G., M.M., Minister (Economic); Mr. J. M. Heath, Counsellor (Commercial), British Embassy, 5300 BONN, Friedrich-Ebert Allee 77. (Tel. 222021.) (Telex 886887 a/b 886887 Brinf D.)

BERLIN – Mr. G. F. Edwards, O.B.E., T.D., Consul-General, British Consulate-General, 1000 Berlin 12, Uhlandstrasse 7-8. (Tel. 309-52-95.) (Telex 184469 a/b BER D.)

DÜSSELDORF – Mr. J. M. Fisher, C.M.G., Consul-General, British Consulate-General, 4000 Düsseldorf, Cecilienalle 14. (Tel. 434281-5.) (Telex 8-584855 a/b 8584855 Comb. D.)

FRANKFURT – Mr. J. T. Fearnley, Consul-General, British Consulate-General, 6000 Frankfurt/Main, Bockenheimer Landstrasse 51-53. (Tel. 720406.) (Telex 414932 a/b UKFFT D.)

HAMBURG – Mr. J. G. Purves, Consul-General, British Consulate-General, 2000 Hamburg, 13, Harvestehuderweg 8a. (Tel. 45 13 51/5.) (Telex 213562 a/b BRHBG D.)

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TANZANIA – Mr. R. G. W. Beer, M.B.E., First Secretary (Commercial), British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, DAR-ES-SALAAM. (Tel. 29601.) (Telex 41004 a/b Ukrep DSM.)

THAILAND – Mr. D. Montgomery, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 53291.)

TOGO – Mr. D. R. Emsley, Third Secretary, British Embassy, Boulevard Circulaire Boite Postale 892, LOME, Republic of Togo. Tel. 2085.) (Telex 210 a/b Prodrome, Lomé.)

TRINIDAD AND TOBAGO – Mr. C. A. Thompson, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 778, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex POS 224 a/b Ukrep 224.)

TRUCIAL STATES

ABU DHABI – Mr. M. J. Copson, Second Secretary (Commercial); HM Political Agency, P.O. Box 248, Abu Dhabi. (Tel. 2305/7.)

DUBAI – Mr. G. P. Lockton, Second Secretary (Commercial), HM Political Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Political, Dubai.') (Tel. 21452.) (Telex 426 a/b Political DB 426.)

TUNISIA – Mr. J. B. Wright, First Secretary, Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. R. Walker, Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi 46a, Cankaya, ANKARA. (Tel. 183240/2.)

ISTANBUL – Mr. R. A. Burrows, C.M.G., Consul-General, British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75.40 and 44.75.45-9.) (Telex 298 a/b Britain IST.)

UGANDA – Mr. R. W. Howell, First Secretary (Commercial), British High Commission, P.O. Box 7070, 10-12 Obote Avenue, KAMPALA. (Tel. 57054/9.) (Telex 61006 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. G. L. Simmons, M.V.O., Counsellor (Commercial), British Embassy, Kar-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Minister (Commercial); Mr. P. W. Ridley, C.B.E., Counsellor (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. 4621340 Area Code 202.) (Telex 892370 a/b Prodrome, WSH.)

NEW YORK – Mr. J. C. M. Mason, Director of Trade Development and Deputy Consul-General (Commercial), British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. (Tel. 593-2258 (Area Code 212.) (Telex 126919 a/b Prodrome NYK.)
[*New York is the senior commercial post and the central point for British trade promotion work in thte U.S.A. Export Credits Guarantee Department's representative in N. America, Mr. J. H. Hall, is at the same address*]

ATLANTA – Mr. S. H. Anstey, Consul-General, British Consulate-General, Suite 912, 225 Peachtree Street, N.E. Atlanta, Georgia 30303.) (Telex 524-2691/2 Area Code 404.) (Telex 542517 a/b Britain ATL.)

BOSTON – Miss L. E. T. Storar, Consul-General, British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston 16, Massachusetts 02116. (Tel. 542-2810 Area Code 617.) (Telex 946412 a/b Britain BSN.)

CHICAGO – Mr. A. K. Rothnie, C.M.G., Consul-General, British Consulate-General, 33 N. Dearborn Street, Chicago, Ill.60602. (Tel. 346-1810 Area Code 312.) (Telex 254432 a/b Britain CGO.)

CLEVELAND – Mr. M. J. Marshall, C.M.G., Consul-General, British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674 Area Code 216.) (Telex 980126 a/b Britain CLV.)

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Government Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel 637-3600 Area Code 214.) (Telex 730382 a/b Britrade DAL.)

DETROIT – Mr. E. I. R. MacGregor, C.M.G., Consul-General (Commercial), British Consulate-General 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776 Area Code 313.) (Telex 230158 a/b Britain DET.)

HONOLULU – Mr. D. F. P. Williams, M.B.E., Consul, British Consulate, 1202 First Hawaiian Bank Buildings, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 536-1048/9.)

HOUSTON – Mr. A. J. W. Hockenhull, O.B.E., Consul-General, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. 223-2301 Area Code 713.) (Telex 762-307 a/b Britain HOU.)

LOS ANGELES – Mr. A. A. E. Franklin, C.V.O., C.B.E., Consul-General, British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90005. (Tel. 385-7381 Area Code 213.) (Telex 677421 a/b Britain LSA.)

MIAMI – Mr. F. J. Pelly, M.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6 Area Code 305.) (Telex 519468 a/b Britain MIA.)

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Consul (Commercial), British Government Trade Office, 922 Midwest Plaza Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921 Area Code 612.) (Telex 290122 a/b Britrade MPS.)

PHILADELPHIA – Mr. M. J. Moynihan, M.C., Consul-General, British Government Trade Post, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430 Area Code 215.) (Telex 834636 a/b Britain PHA.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade or to Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

PORTLAND – Sir James McDonald K.B.E., Consul, British Consulate, 715 World Trade Building, 333 S.W. Oak Street, Portland, Oregan 97204. (Tel. 227-5669 Area Code 503.)

SAN JUAN – Mr. M. J. A. P. Sullivan, Consul, British Consulate, Room 1024, Banco Popular Centre, Hato Rey, San Juan 2, Puerto Rico (Postal address: P.O. Box 1307, San Juan, Puerto Rico 00902.) (Tel. 767-4435.) (Telex 365270 a/b 365270 Britain.)

ST. LOUIS – Mr. F. S. Miles, C.M.G., Consul-General, British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. 621-4688/9 Area Code 314.) (Telex 447190 a/b Britain STL.)

SAN FRANCISCO – Mr. J. O. Lloyd, C.B.E., Consul-General, British Consulate-General, 9th Floor, Equitable Life Buildings, 120, Montgomery Street, San Francisco, California 94104. (Tel. 981-3030 Area Code 415.) (Telex 340628 a/b Britain SFO.)

SEATTLE – Mr. F. J. Pelly, M.B.E., Consul-General, British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 624-2990 Area Code 206.) (Telex 329602 a/b Britain SEA.)

[*There is also a Vice-Consul at Baltimore and a Consul at Norfolk who will be glad to see business visitors.*]

BALTIMORE – Mr. H. M. Stewart, M.B.E., Vice-Consul, British Consulate, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland 21202. (Tel. SA 7-1082 Area Code 301.)

NORFOLK – Mr. A. L. Nicholson, Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934 Area Code 703.)

URUGUAY – Mr. D. R. Collard, First Secretary (Commercial), British Embassy, Edifico Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 398139 a/b Prodrome UY.)

U.S.S.R. – Mr. N. E. Cox, Counsellor (Commercial), British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 241-1033/4.) (Telex 341 a/b Prodrome Moscow.)

VENEZUELA – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Chuao, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 91.10.91, 91.12.55.) Telex 22768 a/b 22768 Procarac.)

VIETNAM – Mr. D. A. Clayton, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23441/2.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 11468 a/b 11468 YU Probel.)

ZAGREB – Mr. J. A. Dobbs, O.B.E., T.D., Consul-General, British Consulate-General, Ilica 12/II, Zagreb. (Tel. 37627, 424418, 36697.) (Postal address: Britanski Generalni Konzulat, Zagreb, C.2.) (Telex 21309 a/b 21309 YU BR ZAG.)

ZAMBIA – Mr. J. B. Whittington, First Secretary (Commercial), British High Commission, Nationalist Road, P.O. Box RW50,, LUSAKA. (Tel. 51122.) (Telex LS 4115 a/b Ukrep ZA 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, WINDHOEK, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Service Bureau, HAMILTON. (Tel. 1-2038.)

BRITISH HONDURAS: The Permanent Secretary, Ministry of Trade and Industries, P.O. Box 485, BELIZE CITY. (Tel. 3476.)

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

GIBRALTAR: Mr. E. H. Davis, C.M.G., O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.) (Telex 223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLAND COLONY: The Accountant - General, Treasury Department, Bairiki, TARAWA, Gilbert Islands.

GUINEA: Mr. John Buhagiar, c/o Paterson Zochonis Guinée S.A., B.P. 598, CONAKRY, Republic of Guinea. (Tel. 425/21, 431-02.)

HAITI: Mr. C. D. Sanderson, Hon. British Consul and Trade Corespondent, The Shell Co. (West Indies) Ltd., P.O. Box 1302, PORT-AU-PRINCE. Tel 3472).

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allan, O.B.E., C.M.G., Resident Commissioner, VILA.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 1166, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA; Collector of Customs, The Colonial Treasurer's Office, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P.O. Box 201, HONIARA, British Solomon Islands Protecorate.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: G.P.O. Box 1068L, Hobart.) (Tel. Hobart 2-2776/7.)

TONGA: Mr. A. C. Reid, C.M.G., British Commisioner and Consul, H.B.M.'s Agency and Consulate, NUKUALOFA.

Guide to countries in which towns are situated

Place	Country
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brunei Town	Brunei
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Hague, The	Netherlands
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenco Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Paramaribo	Surinam
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Rawalpindi	Pakistan
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San Jose	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji
Sydney	Australia
Taipei	Taiwan
Tamsui	Taiwan
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

Board of Trade Regional Organization

For information and guidance on export matters you are invited to get in touch in the first instance with the Regional Office covering your area. The names of Export Directors, and the addresses, subscriber trunk dialling codes and telex number of the Regional Offices of the Department, and of the Ministry of Commerce (Northern Ireland), are given below.

Northern Region
Cumberland, Durham, Northumberland. Westmorland and the North Riding of Yorkshire.
M. J. Maddigan (acting), Wellbar House, Gallowgate, Newcastle-upon-Tyne. NE1 4TJ (Tel. Newcastle 27575. TELEX 53178.

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
M. Barrett (acting), City House, New Station Street, Leeds, LS1 4JQ (Tel. Leeds 38232. TELEX 55472).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the borough of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT (Tel. 061 236-2171. TELEX 66104).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln, Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire).
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham 15 (Tel. 021-643 8221. TELEX 33702).

Eastern Region and London (E, EC, N, WC postal districts)
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
L. C. W. Figg, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991).

South Eastern Region and London (NW, W, SE and SW postal districts)
Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Middlesex, Surrey and Sussex.
C. G. Cruickshank, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355. TELEX 25991).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. Eggleton, MBE, The Pithay, Bristol BS1 2NE.
(Tel. Bristol 21071. TELEX 44214).

Wales
The whole of Wales and Monmouthshire.
G. T. Plant, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. TELEX 49267).

Scotland
The whole of Scotland.
V. F. Kimber, 314 St. Vincent Street, Glasgow, C3.
(Tel. 041-248 2855. TELEX 77583).
District Office: 29a High Street, Inverness.
(Tel. Inverness 30867).

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY (Tel. 34488. TELEX 74578).

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tobacco prices; the main cause of the rise in the index for basic materials was increased unit values for wood.

The export unit value index rose by about one per cent between January and February; the index began to rise slowly in the last quarter of 1969 after showing little change for most of the year. The rise in the export unit value index in February occurred mainly in the indices for manufactured goods. The largest rise, as in most recent months, was in the index for metal manufactures; unit values of non-ferrous metals rose substantially probably reflecting the earlier increases in import prices, but unit values of iron and steel and metal manufacturers also rose, although less sharply.

Trends in United Kingdom Trade are discussed in the article on trade in March published in this issue of the *Board of Trade Journal*:

Notes:

(a.) The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

(b.) This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal of* September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	186	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	148	106	109	198	198	136	122	138	166	112	113	132	173
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1969 January	159	114	123	211	206	139	126	141	165	116	117	134	176
February	139	95	100	189	189	129	117	131	164	107	105	124	163
March	148	110	105	194	201	139	123	143	168	114	118	137	182
April	152	113	107	188	209	142	136	145	182	114	118	136	186
May	155	102	108	192	227	156	148	159	195	133	135	164	153
June	149	106	108	179	209	158	140	162	189	125	123	162	198
July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	213	205	151	144	153	191	131	128	145	183
February	144	96	99	190	204	147	138	147	181	124	125	141	177

(Continued on next page)

UNIT VALUE AND VOLUME, *continued*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	109	102	157	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	152	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	180	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	113	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	143	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	113	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	112	184	202	190	140	140	140	169	115	119	135	163
1969 1st January	146	143	103	110	192	198	187	138	128	140	170	116	118	131	180
2nd quarter	151	146	109	108	181	210	197	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	100	108	200	208	204	157	143	158	196	129	134	154	185
1969 January	145	141	102	108	191	192	181	143	131	143	171	121	122	133	185
February	148	143	100	111	192	205	191	132	123	135	171	112	111	126	171
March	147	146	107	111	191	196	190	141	131	142	167	115	119	134	184
April	149	146	112	109	178	204	194	141	140	142	176	113	115	134	184
May	148	142	100	103	175	214	195	147	142	148	181	126	121	145	172
June	155	151	114	113	190	214	203	156	141	163	187	129	125	162	197
July	151	147	107	107	185	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	182	213	202	164	148	169	200	130	138	166	202
September	147	145	103	106	177	205	200	159	139	164	195	127	135	159	203
October	150	147	96	111	204	209	202	158	152	158	203	128	133	152	184
November	147	145	98	106	200	205	200	157	139	159	190	129	135	155	187
December	150	149	104	106	196	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	197	199	198	159	152	159	201	138	136	149	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	145	183

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne. NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

WHOLESALE PRICE INDEX NUMBERS

Output prices continue to rise in March

THE PROVISIONAL PRICE index for home sales of manufactured products rose by ½ per cent in March, bringing the increase during the first quarter of the year to 1¾ per cent. This may be compared with successive quarterly increases of ¾ per cent, 1 per cent and 1¼ per cent in the last three quarters of 1969, and indicates an acceleration in the rate of increase in the course of the last twelve months.

The provisional price index for basic materials and fuel used in manufacturing industry rose ¾ per cent in March. A renewed upswing in copper prices accounted for most of the change. During the last three months the index has risen by 1¼ per cent, compared with 2½ per cent in the previous three months. This reflects a much slower rate of increase in prices of food and drinks materials, probably mainly attributable to seasonal factors. Prices of materials and fuel used by industries other than food, drink and tobacco rose by 2 per cent during the first quarter, about the same as in the last quarter of 1969.

Materials and fuel purchased by Broad Sectors of Industry (Table 1)

Price index numbers of materials and fuel purchased rose a little in most broad sectors in March, except that for the steel industries, which was unchanged, and for the textile and paper industries, which fell slightly.

Since the end of last year, index numbers for all sectors have risen. The comparatively sharp rates of increase in the prices of purchases by mechanical engineering (4½ per cent so far this year), for electrical engineering (2½ per cent) and by the paper industries (4½ per cent) were in line with trends during 1969, as were the relatively small increases for the textile and clothing and footwear industries, both of which rose under 1 per cent. There was a rise of ½ per cent in prices paid by the food manufacturing industries, which compares with a fall of over 1 per cent in the corresponding quarter of last year.

Output of Broad Sectors of Industry (home sales) (Table 2)

Provisional index numbers for all broad sectors rose during the first quarter. The most marked increases were in the prices of the steel industries, which rose 8 per cent, and of the paper industries, higher by 4½ per cent. The rate of increase was more than in the previous quarter for all sectors except the chemicals and allied industries, where the increase at ½ per cent was slightly less.

Table 1. Price Index numbers of materials purchased **1963 = 100**

1968 SIC		1969				1970	1969						1970		
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb. p	Mar. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	119·6	120·3	121·4	124·1	126·1	119·5	121·7	122·0	122·8	124·4	125·2	125·9	125·8	126·7
	Basic materials	119·6	120·5	121·8	124·7	126·5	119·5	122·2	122·4	123·2	124·9	125·9	126·4	126·0	127·1
	†Fuel	119·9	119·8	119·8	120·9	124·0	119·9	119·8	119·8	120·9	120·9	120·9	122·6	124·7	124·7
Orders IV to XIX	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries:	122·3	124·2	126·1	127·3	129·9	122·7	127·0	126·4	125·9	127·5	128·4	129·4	129·8	130·5
	Basic materials other than fuel	122·8	125·2	127·5	128·7	131·3	123·3	128·7	127·9	127·0	129·0	130·2	130·9	131·0	131·9
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	113·7	112·5	112·4	118·0	119·2	112·9	111·6	113·7	116·8	118·3	119·0	119·3	118·5	119·8
Order V	Chemicals and allied industries	115·2	116·2	116·8	118·7	120·5	115·5	117·1	117·1	117·5	118·9	119·6	119·7	120·5	121·2
311 and 312	Steel industries	115·3	115·6	116·9	118·8	122·5	115·4	116·7	117·0	117·8	118·7	120·0	121·5	123·0	123·0
Order VII (excluding MLH 342)	Mechanical engineering industries	120·0	122·6	126·8	130·7 r	136·5	120·9	127·1	127·5	129·0	130·6 r	132·4 r	133·5	137·6	138·5
Order IX	Electrical engineering industry	136·7	143·2	149·5	153·3	158·2	137·7	150·9	151·1	149·6	153·4	156·9	155·8	158·2	160·6
361	Electrical machinery industry	128·2	132·5	137·5	141·6	146·9	129·0	138·0	139·0	139·2	141·7	143·8	144·4	147·5	148·7
Order XIII	Textile industries	103·7	104·3	103·4	102·8	103·5	103·5	103·5	103·0	102·8	102·7	102·9	103·4	103·7	103·5
Order XV	Clothing and footwear industries	114·2	116·0	116·3	116·8	117·7	114·8	116·4	116·6	116·7	116·7	117·0	117·4	117·7	117·9
Order XVII	Timber industries	124·4 r	126·0	127·8	129·3	131·4	125·2	127·7	128·1	128·8	129·3	129·8	130·5	131·6	132·4
481–484	Paper industries	118·0	119·4	121·8	123·6	129·4	118·4	122·0	122·3	122·7	123·8	124·3	128·2	130·0	129·9
Order XX	Construction materials	116·6	118·1	119·9	121·9	124·7	117·1	119·8	120·2	120·7	121·9	123·0	123·6	125·0	125·7
Part of Order XX	House building materials	118·9	120·6	122·3	124·1	126·9	119·5	122·2	122·6	122·9	124·2	125·2	125·9	127·1	127·8

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

(*Continued on next page*)

NOTES ON WHOLESALE PRICE INDEX NUMBERS

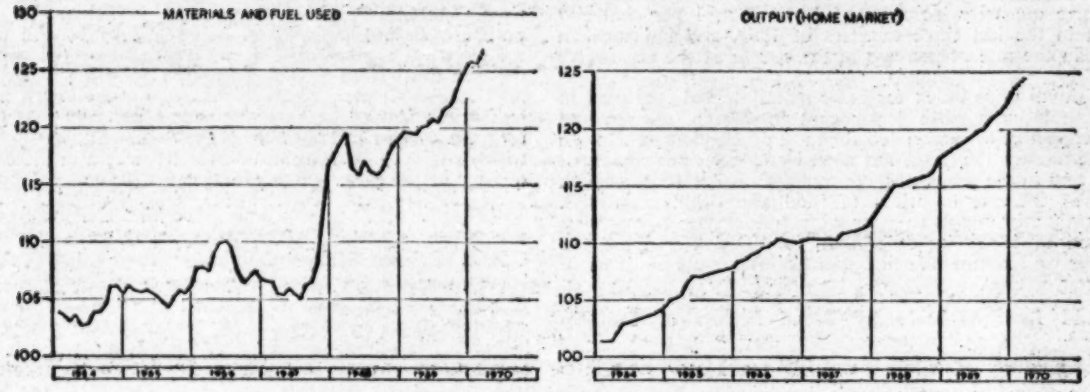
(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 25, 1970.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

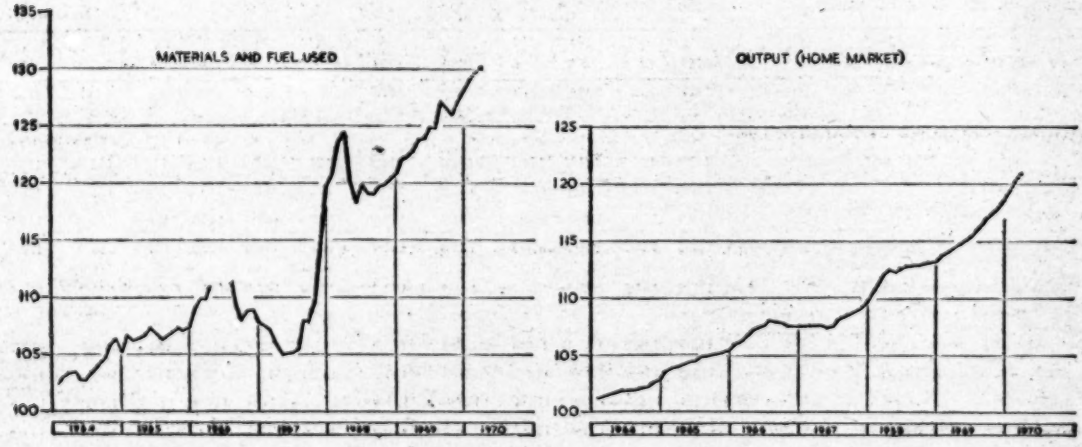
(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548, for index numbers, and Ext. 3411 for all other information.

WHOLESALE PRICES INDEX NUMBER 1963=100

ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY

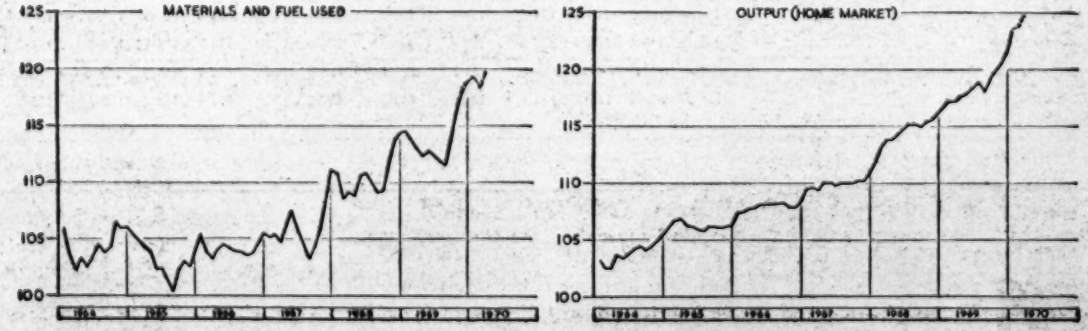


Table 2. Price index numbers of output

1963 = 100

1968 SIC		1969				1970	1969						1970		
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb. p	Mar. p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	119·5	120·3	121·3	122·7	124·9	119·7	121·1	121·7	122·2	122·6	123·4	124·4	124·9	125·3
	Home sales	118·2	119·2	120·3	121·7	124·0	118·5	120·1	120·8	121·1	121·6	122·4	123·4	124·0	124·5
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco: Total sales	117·0	117·8	118·9	120·5	122·6	117·2	118·8	119·4	120·0	120·3	121·0	122·1	122·6	123·0
	Home sales	114·1	115·1	116·5	118·0	120·2	114·4	116·4	117·0	117·5	117·9	118·6	119·5	120·3	120·9
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY														
211–229	Products of the food manufacturing industries: Home sales	117·0	118·0	118·8	120·6	124·1	117·3	118·2	119·3	119·9	120·5	121·5	123·6	123·9	124·8
Order V	Chemicals and allied industries: Total sales	109·0	109·3	109·9	110·3	111·5	108·9	109·8	110·1	110·1	110·2	110·5	111·3	111·6	111·7
	Home sales	105·7	105·9	106·7	107·4	108·0	105·8	106·7	107·0	107·2	107·4	107·7	107·7	108·0	108·2
311 and 312	Steel industries: Total sales	108·8	110·1	114·7	119·0	126·9	109·1	114·8	114·9	117·4	119·0 r	120·7	122·7	128·1	129·0
	Home sales	107·6	108·7	114·3	118·7 r	127·3	107·8	114·3	114·7	117·3	118·4 r	120·5 r	121·8	129·9	130·1
Orders VII to XII	Engineering and allied industries: Total sales	118·1	118·7	120·2	122·0	124·2	118·3	120·1	120·9	121·5	121·8	122·6	123·6	124·2	124·7
	Home sales	114·9	116·2	118·3	120·2	122·7	115·4	118·4	119·1	119·6	120·1	121·0	121·9	122·8	123·5
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	117·2	118·7	120·9	122·8	125·7	117·8	121·0	121·6	122·1	122·7	123·6	124·9	125·7	126·4
Order IX	Electrical engineering: Home sales	113·7	115·0	117·3	119·3	121·3	114·3	117·1	118·4	118·9	119·3	119·7	120·7	121·3	121·9
Order XIII	Textile industries other than clothing: Total sales	111·6	112·6	113·1	113·9	114·8	112·1	113·2	113·3	113·5	114·1	114·0	114·5	114·7	115·0
	Home sales	110·4	111·3	111·8	112·4	113·1	110·7	111·8	112·0	112·2	112·4	112·5	112·8	113·1	113·4
Order XV	Clothing and footwear: Home sales	110·6	111·3	111·8	112·3 r	113·1	110·7	111·8	112·0	112·2	112·3	112·4	112·9	113·1	113·3
Order XVII	Timber industries: Home sales	121·3	122·2	123·2	124·2	127·0	121·8	123·3	123·5	124·0	124·2	124·3	125·8	127·0	128·1
481–484	Paper industries: Home sales	116·1	117·2	118·7	120·8	125·1	116·8	118·2	119·8	120·4	120·8	121·3	123·4	125·9	126·7
Order XX	New construction‡	122	123	124	125		122 r		124			125			

‡ Index of building costs figures relate to average for the quarter.

Table 3 (a). Commodities produced in the United Kingdom

1963 = 100

1968 SIC		1969		1970			1968 SIC		1969		1970		
		Mar.	Sept.	Jan.	Feb. p	Mar. p			Mar.	Sept.	Jan.	Feb. p	Mar. p
101	Coal	115·4	111·0	122·2	128·4	128·4	271	General chemicals	103·1	104·8	104·6	104·6	104·7
102/2	Slates	120·6	120·6	120·6	120·6	..	272	Pharmaceutical chemicals	94·1	94·4	97·6	98·2	99·7
109/3	Salt	97·2	93·9	97·2	97·2	97·2	272	Pharmaceutical preparations	94·7	94·6	95·3	95·4	95·6
211	Flour	122·5	122·5	122·5	122·5	122·5	273	Toilet preparations	122·7	124·2	126·1	126·3	126·8
216	Sugar refined	99·1	98·5	96·4	92·6	94·9	274	Paint	104·8	104·8	104·8	104·8	104·9
217	Chocolate and sugar confectionery	121·4	124·7	130·3	131·3	132·0	275	Soap	117·3	124·0	125·3	126·8	128·6
231	Beer	137·8	140·2	145·6	145·6	145·6	275	Soapless detergents	103·2	107·5	108·9	108·9	108·9
240	Tobacco and cigarettes	138·4	138·4	138·4	138·4	138·4	276/1	Synthetic resins and plastics materials	96·0	96·6	97·2	97·4	97·8
262	Motor spirit, standard grade (including duty)	141·8	146·5	146·5	146·5	146·5	279/7	Photographic paper and films and photochemical materials	118·3	118·4	118·4	119·5	119·5
262	Medium fuel oil (950 secs.)	111·7	108·1	108·1	108·1	108·1	311/2	Steel sheets	102·2	109·0	112·7	121·9	121·9
263	Lubricating oils and greases	110·1	110·1	113·3	113·3	113·3	311/2	Tinplate	108·4	115·9	117·6	126·5	126·5
							311/2	Other finished steels†	108·3	115·0	123·3	131·2	131·2

† Revised figures for October 1969 = 118·4, November = 119·7, December = 122·2.

(Continued on next page)

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WHOLESALE PRICES, *continued*

Table 3 (a) (*Continued*). Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969		1970		
		Mar.	Sept.	Jan.	Feb. p	Mar. p
312	Steel tubes	114·0	121·8	128·1	137·6	139·7
313/3 and 313/4	Iron castings	116·5	118·5	121·8	122·8	123·5
321	Aluminium and aluminium alloy products:					
	Rolled	134·8	134·8	139·1	139·1	139·1
	Extruded and drawn	134·3	134·3	137·8	137·8	137·8
	Castings	136·9	142·1	151·1	151·1	151·1
	Forgings	117·8	122·2	125·8	129·6	129·6
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	229·8	254·9	279·2	280·9	291·8
353/1	Dental goods	125·3	128·2	134·8	135·5	135·8
365/1	Gramophone records, etc.	104·5	104·1	103·3	103·3	103·2
368	Domestic electrical appliances	103·8	105·0	105·6	105·6	105·8
391	Tools and implements	121·3	126·6	130·6	131·9	132·9
392	Cutlery, spoons and forks	118·6	121·8	128·7	129·1	129·1
	Cutlery (other than razors and razor blades)	123·1	126·1	134·0	134·0	134·0
	Spoons and forks	139·9	141·6	154·3	155·9	155·9
399/6	Domestic hollow-ware	141·8	146·5	153·7	155·8	157·9
399/7	Vats, tanks, cisterns and other industrial hollow-ware	113·5	118·7	120·1	124·7	129·7
399/9	Domestic gas appliances	102·0	102·0	102·6	102·7	102·7
411	Man-made fibres	87·0	87·6	87·3	87·1	88·8
412, 414/5 and 415	Man-made fibre yarns	101·8	102·4	102·3	102·3	103·1
412/1	Cotton and cotton mixture yarns	133·7	135·3	137·1	138·7	..
413/1	Cotton cloth	131·1	134·7	136·7	137·8	139·4
413/5	Man-made fibres fabrics	108·1	109·2	110·2	110·3	110·3
413/6	Linen	124·6	127·8	129·7	130·3	133·0
414/1	Wool tops	85·1	86·3	83·1	83·8	83·0
414/2	Worsted yarn	97·9	100·3	98·3	99·6	99·8
414/3	Woollen fabric	112·2	113·8	114·0	113·6	113·3
415/1	Jute yarn	155·8	153·0	153·7	153·7	153·7
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	98·0	99·5	101·0	101·0	102·0
417	Hosiery and other knitted goods	98·7	99·1	98·8	98·7	98·8
419	Carpets and rugs	113·8	114·5	115·6	115·8	115·8
422/2	Canvas goods and sacks	111·2	109·3	112·2	112·4	112·4
431/1	Leather for footwear	135·1	139·1	138·3	137·0	..
432/1	Travel goods	117·8	120·1	122·3	122·3	122·4
441–449	Made-up clothing	110·5	111·7	112·6	112·8	112·9

1968 SIC		1969		1970		
		Mar.	Sept.	Jan.	Feb. p	Mar. p
441	Weatherproof outerwear	105·9	107·1	107·4	107·8	107·9
442	Men's and boys' tailored outerwear	108·4	110·1	110·4	110·6	110·6
443	Women's and girls' tailored outerwear	112·5	113·5	115·3	115·6	115·6
445/1	Women's and girls' light outerwear	114·2	114·5	115·4	115·4	115·5
450	Footwear	111·1	112·2	112·9	113·2	113·9
461/1	Refractory goods, including bricks	114·4	119·2	120·8	120·8	120·8
461/2	Non-refractory goods, including bricks	110·9	112·9	114·8	115·4	115·3
	Building bricks, flettton, common, *delivered*	114·3	116·2	125·9	125·9	125·9
	Building bricks, common, other than flettton, *ex-works*	118·9	121·0	121·5	123·0	123·0
462/3	Domestic china and earthenware	126·0	131·6	132·6	132·7	132·7
463/1	Glass (other than containers)	111·1	112·6	113·0	113·0	113·0
463/2	Glass containers	109·6	113·1	117·2	117·2	117·2
464	Cement, delivered	109·0	109·0	121·1	121·1	121·1
469/1	Abrasive paper and cloth	113·8	120·2	120·2	120·2	120·2
469/2	Cast stone and cast concrete products	110·7	111·4	111·9	111·9	112·1
471/1	Home-grown hardwood, sawn	111·6	114·7	115·8	115·8	116·1
471/2	Building joinery	127·1	129·2	131·8	133·6	137·8
472	Domestic furniture	120·6	121·8	123·9	125·1	125·3
473	Bedding, etc.	118·2	122·3	124·5	125·7	125·7
481	Paper and board	116·0	118·7	124·2	124·5	125·6
482/1	Cardboard boxes, cartons and fibreboard packing cases	120·9	124·0	127·5	131·7	132·7
482/2	Packaging products of paper, etc.	113·7	117·6	122·3	123·3	123·0
	Paper bags	112·0	114·8	119·9	121·9	121·3
483	Manufactured stationery	118·5	123·2	124·0	127·4	128·1
484/1	Wallpaper	124·2	124·1	129·3	141·1	142·1
491/1	Rubber tyres and tubes	105·6	113·2	115·4	116·5	116·9
491/2	Rubber goods (other than tyres and tubes)	111·9	115·7	120·6	120·6	121·6
492	Linoleum and felt base	129·7	129·7	133·4	133·4	136·3
493	Brushes and brooms	114·3	115·1	117·9	119·3	119·7
494/1	Toys and games	117·4	119·2	122·5	126·4	126·5
494/2	Perambulators, etc.	118·3	121·6	123·3	124·3	124·0
494/3	Sports equipment	112·5	114·3	116·6	..	..
495/1	Pens and pencils	114·4	116·7	117·2	117·2	117·2
495/2	Other stationers' goods	114·1	115·4	116·0	116·0	116·0
496/2	Plastics products (other than components and accessories)	93·3	94·7	95·1	96·8	97·2

Monthly Digest of Statistics

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HMSO

WHOLESALE PRICES, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1969		1970		
	Mar.	Sept.	Jan.	Feb.	Mar.
Hides and skins	153·2	153·7	146·8	142·3	137·3
Imported	150·5	150·0	147·2	144·9	141·6
Native	156·9	158·8	146·3	138·7	131·6
Non-ferrous metals:					
Aluminium, virgin ingot delivered	136·7	136·7	141·8	141·8	141·8
Copper, ex-ship, wharf or warehouse†	230·9	285·2	293·7	299·3	316·7
Lead, ex-ship, wharf or warehouse†	174·3	201·7	216·5	222·9	223·7
Nickel, refined, delivered§	153·6	153·6	190·0	190·0	190·0
Tin ingot, min. 99·75% settlement price†	150·9	161·4	178·8	175·3	176·6
Zinc, ex-ship, wharf or warehouse†	149·4	165·1	166·6	164·1	163·1
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	96·2	97·1	122·8	122·8	123·8
Whale oil, crude	131·4	147·3	161·5	161·5	163·9
Pyrites, c.i.f., United Kingdom ports	157·9	159·1	159·7	162·6	..
Natural rubber	112·2	117·3	106·2	106·0	96·8 p
Sulphur, crude (for acid making), c.i.f.	205·5	166·9	124·9	124·9	..

	1969		1970		
	Mar.	Sept.	Jan.	Feb.	Mar.
Textiles:					
Cotton, raw	103·6	101·6	105·6	105·2	105·2 p
Jute, raw, PWC grades, c.i.f. Dundee	174·7	155·3	158·0	158·5	161·3
Jute, raw, PWB grades, c.i.f. Dundee	158·2	142·7	145·3	145·5	148·1
Silk, raw, delivered mill	130·0	145·0	160·2	165·4	169·5
Sisal, East Africa No. 1 grade, c.i.f. London	52·9	51·6	51·6	51·1	45·6
Wool, raw	84·2	82·0	78·1	78·0 p	77·3 p
Crossbred, medium and coarse, c.i.f. UK	68·4	70·7	64·0	63·6	66·3
Crossbred, fine, c.i.f. UK	85·5	82·3	78·0	77·4	76·4
Merino, c.i.f. UK	94·6	89·7	86·3	86·3	83·5
Timber:					
Imported hardwood (ex-yard or wharf)	131·0	134·3	136·7	137·2	137·6 p
Imported plywood (delivered to consumers)	133·6	136·6	141·2	141·4	..
Imported softwood (delivered to consumers)	131·2	133·2	135·2	135·9	131·8
Woodpulp, imported	122·6	127·8	138·4	137·8	137·3 p

† L.M.E. means of buyers' and sellers' prices at close or morning session.
§ Producers' price.

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relative to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in the way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954=100**

1958 SIC		1970		
		Jan.	Feb. p	Mar. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	128·9	128·8	129·7
	Basic materials	124·5	124·1	125·1
	Fuel	162·7	165·4	165·4
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	132·8	133·2	133·9
	Basic materials other than fuel	127·5	127·6	128·4
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	121·4	120·5	121·8
263 to 277	Chemicals and allied industries	128·5	129·5	130·2
331 to 349 (excluding 342)	Mechanical engineering industries	176·3	181·4	182·5
351	Electrical machinery industry	174·1	177·6	179·1
Order X	Textile industries	100·6	100·9	100·7
Order XIV	Timber industry	144·6	145·8	146·2
481 to 483	Paper industries	135·5	137·4	137·3
Order XVII	Construction materials	151·3	153·1	153·9
Part of Order XVII	House building materials	154·4	155·9	156·8

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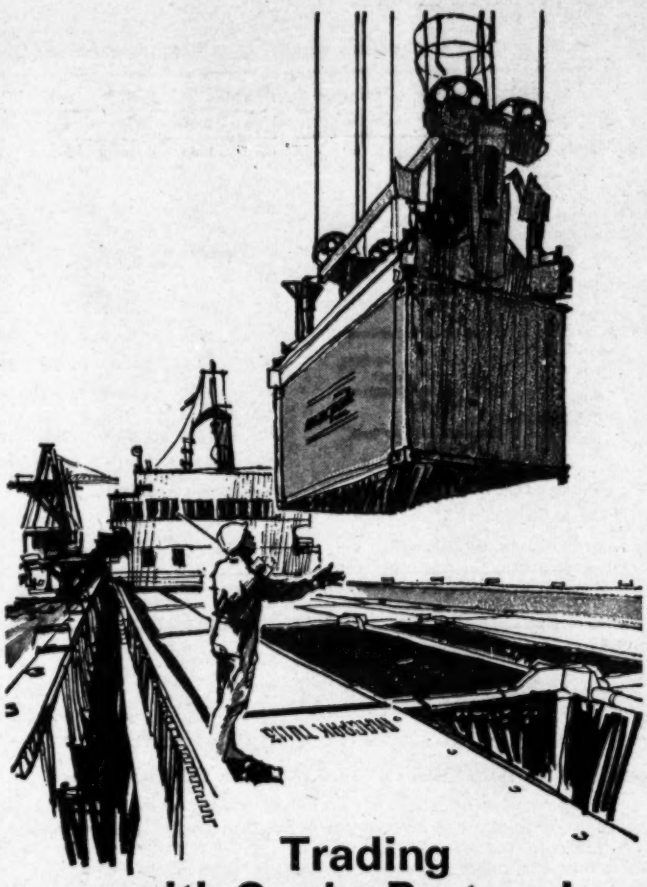

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Exhibitions and Fairs

A Mini? Midi? Maxi? Munich Fashion Week

by G. Brook, Consul (Commercial), British Consulate-General, Munich

THE 21st biennial Munich Fashion Week held from April 5-9 marked the tenth anniversary of this event. From its humble beginnings in April 1960 when 28 commission agents showed their ranges in a local gymnasium, the Munich Fashion Week has grown rapidly to become one of Europe's leading trade fairs for ladies' outerwear. The tenth anniversary event attracted a record 1,110 manufacturers (including 403 foreign firms from 20 countries) who exhibited their ranges in the fully sold out 61,000 sq. metres exhibition area over the 20 halls of the Munich Fair Grounds. A further 290 firms showed their ranges in local hotels and showrooms.

The United Kingdom with 67 direct exhibitors sponsored by the Clothing Export Council under the Board of Trade joint venture scheme presented the second largest foreign contingent after France. The excellence of the COI-designed stand which accommodated 61 British exhibitors in Hall 7 attracted much praise. The central feature of this was a fashion theatre at which garments were demonstrated thrice daily by twelve British models to full houses of buyers.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, visited all British exhibitors on April 7.

Fashion uncertainty

The success of the fair as a selling event was overshadowed by widespread buyer uncertainty caused by the unprecedented choice of garment lengths offered for autumn delivery, and the absence of any guidance as to what the 'right' buying permutation of mini, midi and maxi should be. By the close of the Munich event, the only confident forecast to emerge was that of the virtual death of the mini, following a relatively short life in Germany. While London firmly predicts a midi-winter, German buyers in the main tended to look around and order tentatively in Munich, hoping for guidance at the Paris Prêt à Porter, in the knowledge that the Düsseldorf IGEDO was still to come at the end of April.

Despite buyer uncertainty, a number of British manufacturers were able to report very satisfactory results by the close of the fair. Corocraft Ltd., whose German subsidiary operates from Pforzheim, the home of the German jewellery industry, and who were one of a group of six British exhibitors in the 'Salon Exclusiv', summed up their participation as 'a marvellous success', with resulting five-figure sales 100 per cent above expectation.

United Kingdom sales successes

Dr. Gerrard of F. J. Bacon Ltd., whose exports have increased by 400 per cent in two years, achieved a 60 per cent increase in their orders over the previous Munich event.

The eye-catching modern leather garments of Miura International Ltd. proved a magnet to buyers throughout the fair and the firm's sales also ran into five figures.

Gor-ray Ltd. sales were up on the last Munich fashion week with demand for the firm's 'Classic' skirt length relatively unaffected by fashion uncertainties.

The unfortunate combination of fashion uncertainty following a spring selling season spoiled by poor weather tended to discourage German buyers from placing orders with British manufacturers who were new to Munich. The German ladies' fashion market continues to be a fastidious one which must be carefully cultivated over a lengthy period before an attractive level of orders can be expected. Foreign sellers must prove to local buyers their ability to deliver to time and to sample, and must do all possible to make buying from 'abroad' as easy as buying from domestic makers-up.

(*Continued on next page*)

Mr. Goronwy Roberts to visit Hanover

MR. GORONWY ROBERTS, Minister of State at the Board of Trade, is to visit Hanover from April 29 to May 1. During his stay he will visit two trade fairs: the Hanover Fair and the International Air Show.

The Hanover Fair, which runs from April 25 to May 3, is one of the largest and most important annual trade fairs held in Europe. Britain is strongly represented by some 120 British companies occupying 33,700 sq. ft. in 12 group displays organized under the Board of Trade's joint venture scheme. They will exhibit office machinery and supplies, heavy electrical equipment, electronic control apparatus and components, engines and many types of engineering goods such as dies and press tools. Refrigeration and air conditioning equipment and lighting for building and streets will also be demonstrated. Consumer goods include pottery, jewellery and art metal products; also on show will be amusement machines. In addition to all this, 81 British firms will be exhibiting independently.

After touring the Hanover Fair, Mr. Roberts will go on to see the International Air Show which is open from April 24 to May 3. Major aerospace producers from many countries will be displaying their latest designs and inventions. Britain will be well represented by about 70 direct exhibitors, 54 of whom will be in a joint venture display sponsored by the Board of Trade and the Society of British Aerospace Companies. In addition to conventional aircraft, there will be gyro-planes, helicopters, vertical and short take-off aircraft. The covered exhibits include aircraft components, servicing and navigational equipments.

Buying British at the Munich Fashion Week. Left: Dr. Gerrard of F. J. Bacon Ltd. (second from left) discussing his new range with buyers from Sport Münzinger of Munich. Bacon's export sales have risen by 400 per cent during the last two years, and orders at this year's Munich Fashion Week showed a 60 per cent increase on last year. Right: The Miura (International) Corporation Ltd. was a centre of activity throughout the Week. Sales of modern skin clothing ran into five figures.

Good start for 'Britain in Finland' at Helsinki Boat Show

A report from the British Embassy, Helsinki

Inside the British Pavilion at the Helsinki Boat Show. Left to right foreground: Minister Vaino Leskinen; the British Ambassador, Mr. W. B. J. Ledwidge; Mr. C. H. Gardner, Cheltenham Caravan Co. In the background, left to right: Mr. A. H. Reed, Commercial Counsellor, Helsinki; Mr. Kauko Ahlstrom, chairman of the board of directors of the Finnish Fair Corporation.

AT THIS YEAR'S Helsinki International Boat Show (March 13 to 22) there were 115 exhibitors representing more than 350 firms from 19 countries. Britain was by far the largest foreign exhibitor with the products of 69 British companies represented, followed by 35 from the United States, 27 from Sweden and 20 from the Federal Republic of Germany. In previous years this annual exhibition organized by the Finnish Fair Corporation at their permanent exhibition halls in Helsinki had included camping equipment. This year it was decided to limit the Show to boats and marine accessories and to include camping equipment in a new annual exhibition called Habitare, the first of which is being currently held. However, it was agreed that there should be a special British display of caravans and camping equipment, and a temporary British Pavilion was constructed for a joint venture sponsored by the National Caravan Council with Board of Trade assistance. The inside of the Pavilion was made into a Finnish landscape with birch trees and stones against which the caravans appeared in a natural setting. This was planned by a well-known Finnish landscape designer, Mrs. M. L. Rosenbroijer, and attracted much favourable comment. Five British caravan companies, as well as makers of camping and boat accessories and three British boat building firms displayed their exhibits.

The British Pavilion, which was seen by a large number of the 77,000 visitors to the Boat Show, was the first joint venture in the 1970 Trade Drive 'Britain in Finland.' Before he formally opened the Boat Show, the Minister for Industries, Mr. Vaino Leskinen, visited the British Pavilion and spent half an hour talking to exhibitors and their agents. The next joint venture in the 1970 Trade Drive is by the British Carpets Export Promotion Council at the new Habitare exhibition from April 17 to 26.

MUNICH FASHION WEEK, *continued*

The 58 per cent increase in sales of British ladies' outerwear to Germany in 1969 (which was substantially higher than the average sales increase to other markets) must be attributed to the efforts of those British manufacturers who have backed up London's fashion image lead with the serious and meticulous attention that the German market both merits and demands.

Third country buying

The attraction which the Munich Fashion Week exerts on buyers from neighbouring Austria and Switzerland was well illustrated by the number of buyers from these countries who visited the British stands. Sales to these countries alone made participation worthwhile for several British firms.

Thirty-nine British manufacturers will be exhibiting under the Board of Trade joint venture scheme at the Düsseldorf IGEDO from April 26-30. It remains to be seen whether German buyers will by that time have acquired the confidence to back their fashion fancies.

The next Munich Fashion Week will be held from October 4-8.

The London Fashion Fortnight, which aims to boost British fashion exports to a record £120 million this year, is now in full swing. Picture shows buyers examining fashions in leather at the Leather Institute's Fair at the London Hilton from April 14 to 16. About 3,000 overseas buyers attended the fair, representing many European countries as well as North America. Interest from Scandinavia was particularly marked.

Mrs. Dunwoody to visit World Packaging Exhibition

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, is to visit the World Packaging Exhibition – 'Worldpack-Macropack' – at Utrecht on April 23, which has been designated as 'British Day' by the fair authorities.

The Parliamentary Secretary will tour the British stands at this event which is one of the most important packaging exhibitions in Europe. Twenty-three British companies are participating in a group display organized jointly by the Institute of Packaging and the Board of Trade.

A comprehensive range of packaging equipment will be shown by the British firms, including sack-sewing machines, high-density polyethylene film used in packaging, machines to clean bottles and other containers, and carton-making machines capable of being operated by unskilled labour, as well as important developments in new uses for packaging materials.

British Commercial Information Office at Hanover Fair

AT THIS year's Hanover Fair (April 25-May 3) there will be an official British Commercial Information Office in the Internationaler Treffpunkt, Room 11, which is situated in the Mittel Allee. It will be manned by members of the Commercial Department of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn.

The function of this office is to receive commercial inquiries from buyers and agents, to maintain close links with the Board of Trade and to assist British exhibitors with their commercial activities.

Should you wish to contact this office the telephone number is Hanover 89-3211 and 89-3251. The Telex number is 203-9248323 and the answer back 9248323 brgr d.

The British Consulate-General in Hanover also has Telex facilities: the number is 203-923263, answer back bcghn d.

UK participation in IEEE show as part of planned attack on US electronics market

by B. W. H. Goodman, British Trade Development Office, New York

'The best show I have been to anywhere' (technical manager long experienced in the United States market) – 'This trip has cost my company less than a comparable exhibition at home' (newcomer who had just concluded an agency agreement).

THE CONTRIBUTION of joint ventures in exhibitions to the complex task of assessing and penetrating the United States market was amply demonstrated at this year's Institute of Electrical and Electronic Engineers International Convention and Exhibition in the New York Coliseum (March 23-26), when the products of a record number of 42 British companies were exhibited before an audience of some 47,000. This strong British representation, conservatively forecasting 1970 sales well in excess of $12 million and supported by the products of at least 10 other manufacturers outside the co-operative scheme, reinforced the growing willingness of United Kingdom manufacturers in high technology industries to seek long-term profits in this demanding market. Once again the joint venture was sponsored jointly by the Electronic Engineering Association and the Board of Trade.

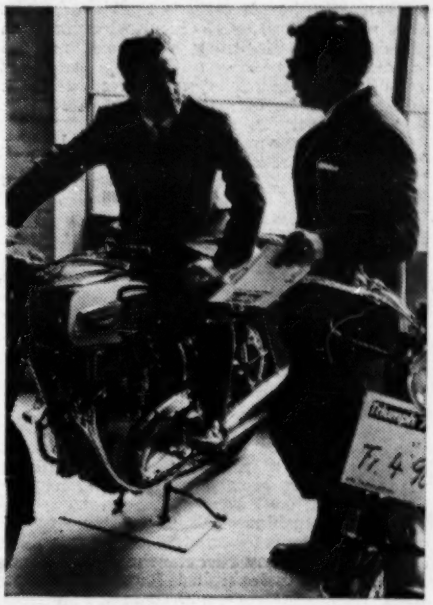
The group included firms at various stages in their United States marketing operations and ranged individually in size from industry leaders such as Plessey, Marconi Instruments and Mullard to smaller and rapidly growing concerns such as H. C. D. Research, Hatfield Instruments and Green Electronics and Communications Equipment. For some, the exhibition was an opportunity for preliminary market research, which let them assess their competitive ability in price and technology, test the reactions of potential customers and agents and come face to face for the first time with the realities of high United States distribution costs and the extended time scales for new product/company introductions. For others, it was an opportunity to support established agents both in promotion and in education of sales staff, to influence United States based decision-makers for off-shore business and to conclude agency arrangements which had been under negotiation.

Two impressive factors which indicated 'maturity' in the eyes of American industry were the larger number of British exhibitors who had already established distribution channels in this market and those who intended to follow up IEEE with participation in such forthcoming shows as the Western Electronics Conference (Los Angeles, August), the National Electronics Conference (Chicago, December), and smaller, more specialized shows. In only rare instances can an overseas manufacturer expect to consummate a sale through advertising in trade journals or by mail. If inquiries received at the trade show are to be converted into tangible business, they must not only be followed up by detailed product description but also in person by someone who can enhance the credibility both of the product and the supplier. This requires a continued presence on the ground in the market. Equally, though 80 per cent of the attendance at trade shows generally comes from within 200 miles of the exhibit hall, business for the supplier lies where his customers are situated. In the United States electronics market, they are more than likely to be scattered nationally and if promotion is limited to a single area there is a very real danger of overlooking more lucrative customers elsewhere. Participation in IEEE, therefore, is recognized as but one element in the marketing strategy of the successful British manufacturer.

Although preliminary figures indicate that attendance had dropped by some 20 per cent this year – a reflection of the current tight economic situation, cutbacks in spending on defence, NASA and research budgets, and an air traffic controllers' strike – those United Kingdom exhibitors who had participated previously indicated that the number of hard inquiries was at least as high as, and in some cases higher than, past years. In the long term, the drop in attendance may well result in a better standard of visitors, since it was noticeable this year that there were far fewer students and other marginally interested visitors.

The number of hard inquiries was also the result of a carefully targeted pre-show publicity programme. This consisted of a 16-page supplement to the January edition of *Spectrum*, the IEEE journal; a two-page advertisement in the March (Show) edition of the same magazine; individual mailings to potential customers by British companies and commercial publicity by British Information Services, New York, and the Trade Development Office. In addition, the Electronic Engineering Association in conjunction with the Electronic Components Board and the Trade Developmet Office coped with heavy traffic on the British Commercial Services stand where visitors were able to obtain information on the United Kingdom electronics industry and to be directed to British participants of interest to them.

In many ways, the British performance at IEEE represents a model of collaboration between industry, the trade association, the Board of Trade services in London and the commercial and information services abroad, in preparing and undertaking a planned programme to increase British participation in a difficult market. The success of the programme can be seen from the growth in the number of British firms exhibiting their products through the joint venture – nine in 1968, 31 in 1969 and 42 in 1970.



Mr. K. G. Birch, Commercial Officer, British Consulate, Basel, recently visited the Triumph motorcycle agent for the German speaking part of Switzerland, Otto Von Arx, on the occasion of a display of Triumph and Rickman 'Matisse' motorcycles. Mr. Birch is pictured here (left) discussing with Mr. Von Arx the sales programme for 1970 and the promotion of British motorcycling accessories.

Brisk interest was shown in the stands of Mullard Ltd. and Redifon Ltd. by visitors to the IEEE Exhibition, New York.

Orders for British exhibitors at a tough Westec 1970

by G. Scullard, British Consulate-General, Los Angeles

FOR THE fourth consecutive year the Machine Tool Trades Association sponsored a joint venture at the Westec Machine Tool Show held at the Great Western Exhibit Centre, Los Angeles, from March 9-13. Ten British manufacturers participated.

This year's show has to be seen in its general economic context. The aerospace industry, which is the mainstay of those depending on engineering products (in the widest sense) in the Western United States, has undoubtedly entered a lean period. At its worst this has been expressed in the terms of an open letter addressed to the President of the United States (and many others) by 120 local sub-contractors which speaks of 'empty shops and reduced skeleton crews, little or no backlog, and many already bankrupt employers'. There was much talk at the show of the auctioning of second-hand machinery in the area.

Nevertheless, some $60,000 worth of direct business was written by the British exhibitors. Those who had exhibited in previous years noticed that the flow of visitors was distinctly lighter (overall attendance was slightly below the 1969 figure), but such things as an advance in technology, or a really competitive price, count for even more in time of economic stringency than during a boom.

Agemaspark's precision spark erosion equipment was the centre of a great deal of interest, and the company completed agency arrangements for a West Coast distributor.

Verdict Gauge, showing a wide range of dial test indicators, precision vices and height gauges, had a successful show, while Rank Precision demonstrated a new deep throated attachment to a pantograph profile milling machine giving great versatility of performance.

Staveley Machine Tools showed an Asquith radial drill, a smaller Kitchen and Wade radial drill and a Kearney Richards boring machine.

F. J. Edwards, exhibited for the first time since 1967, and had some success with their all-steel precision shears. Baldwin Engineering, Jones & Shipman, Elliott Machine Tool, Startrite Engineering and Scottish Machine Tool Corporation are Westec regulars, and all reported steady inquiries without the effervescence of some previous years.

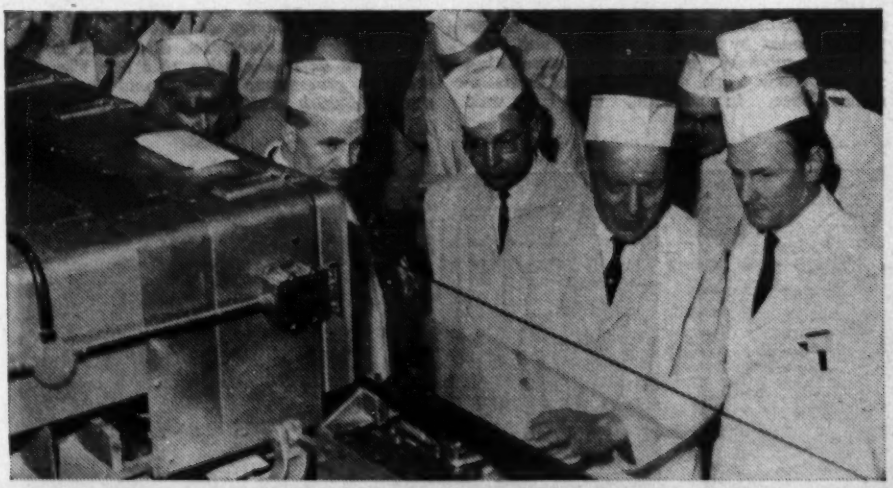
Other British equipment shown on local distributors' stands included the Hey Engineering No. 3 facing and centering machine; Nichols-EMI electrically-programmed turret lathe, Diaform grinding wheel pressing equipment; and a BSA automatic screw machine.

In addition to the British exhibit there were national displays from Italy, Japan, Australia, Sweden and Canada; while machine tools from France, the Federal Republic of Germany and Spain were shown on distributors' stands.

For 1971, Westec's final appearance at the Great Western (in 1972 it will move to the Convention Centre now being built), the British Consulate-General have secured prime space in the heart of the coveted North building area, where a good flow of visitors is assured.

We are recommending that emphasis be placed on the sophisticated numerical controlled machine. Some of our foreign competitors have indicated in local press interviews that they intend to concentrate on markets in East and Western Europe and the Far East at the expense of what they regard as the slower United States market; and their representatives speak of greatly increased lead times.

The undoubted industrial recession must be seen in perspective. There are a number of aerospace and electronics programmes going on in the area, any one of which would be the envy of any other country in the world; and at a time when a special effort is being made to penetrate the California market (with specially attractive terms for participants in joint ventures such as Westec) our advice is to 'hang on there', the market is a lucrative one, and we are quite certain that the British industry is capable of winning a greatly increased share of it.



Members of a party of editors of leading overseas packaging journals during a visit to Nabisco Foods Ltd., Welwyn Garden City. This formed part of a programme of visits to packaging and bottling plants near London arranged by Industrial & Trade Fairs Ltd., the organizers of PAKEX 70 – the International Packaging Exhibition at Olympia, London, from June 22-26.

BMEC Forum in Helsinki

A report from the British Embassy, Helsinki

FINLAND has an active and highly developed shipbuilding industry. On January 1, 1970, 106 ships totalling over 800,000 dwt were under construction or on order in Finnish shipyards for delivery down to 1972.

Since 1945, when the Finnish shipbuilding industry had to expand to meet reparations to Russia, there has been a steady growth in the amount of tonnage built. Although in the immediate post-war period most Finnish-built ships delivered overseas went to the USSR, in recent years an increasing amount of tonnage has been sold to owners all over the world. An example is the firm of Oy Wärtsilä Ab. At the present time its Turku shipyard has orders for six cargo liners of 13,800 dwt from the Hellenic Lines of New York and their Helsinki shipyard three cruise liners of 17,500 tons for the Royal Carribb Cruise Line of Oslo. Ships designed to work in the ice are a speciality of Finnish yards and Oy Wärtsilä Ab have built a series of very large ice breakers on Finnish, Swedish and Russian account. Tankers, cargo liners, roll on/roll off ferries, chemical carriers and smaller craft are built in the 12 Finnish shipyards.

For manufacturers of marine equipment the Finnish shipbuilding industry provides a splendid market and one which could profitably be exploited further. Accordingly, the British Marine Equipment Council (director and secretary Mr. D. Maxwell) in conjunction with the Board of Trade, the Central Office of Information, the Export Council for Europe, and the British Embassy, Helsinki, contributed to the British Trade Drive in Finland by arranging a special exhibition in Helsinki on April 6 and 7. The exhibition was held at the Dipoli, Otaniemi, about seven miles from the centre of Helsinki. The building itself is an attractive example of the originality of modern Finnish architecture and will set off the stands of the firms taking part. For the BMEC this was the first time they had attempted a venture of this kind. Essentially it was designed to provide an informal atmosphere in which invited guests from shipping lines, shipbuilding firms, the government naval and civil marine services and professors and students of naval architecture could meet senior executives of the British companies concerned and discuss their products in a relaxed atmosphere. Thus it was called a Forum rather than an exhibition. The Forum was visited by about 200 guests who were entertained to luncheon on both days. The hosts were Mr. J. Everidge (Hamworthy Engineering), chairman of BMEC, and Mr. B. N. Preston (Stone Manganese Marine Ltd.) of the Export Council for Europe. A wide range of technical data on marine equipment, ranging from instrumentation and control equipment through main propulsion units to galley installations, was available at the different exhibitors' stands. Many exhibitors took the opportunity afforded by the gap between the closing of the Forum in Helsinki and its opening in Gothenburg on April 13 to visit the Finnish shipyards. All agreed on the importance of the Finnish market.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

Anglo/Dutch environmental engineering exhibition

by P. J. Cole, Commercial Department, British Embassy, The Hague

A SMALL, specialized exhibition of environmental engineering equipment and services was staged in the Aula Auditorium of the Delft University of Technology from April 1-3, linked with a simultaneous symposium on the subject of 'Environmental Engineering – the European Contribution'. British participation in the exhibition was arranged by the Society of Environmental Engineers under Board of Trade joint venture terms and Dutch participation by the Environmental Section of Royal Society of Engineers in the Netherlands.

Twenty-one companies and organizations exhibited, of which 13 were British and eight Dutch. Products exhibited included apparatus for the testing of equipment under various conditions, including dynamic, thermal, climatic, biological, corrosive and radiation stress, and also equipment for applications such as contamination control, vibration and shock isolation, air purification and sterilization and instrument evaluation.

The symposium was attended by over a hundred specialists in the field of environmental engineering most of whom were Dutch or British with some from other European countries. The delegates attending the symposium visited the exhibition in the intervals and there was a considerable attendance of other visitors especially towards the end of the exhibition.

This was the first time that the Society of Environmental Engineers had participated overseas in direct co-operation with a similar professional organization in another country. Views expressed by participants suggested that the venture was regarded as having been a success. A number of British exhibitors were able to report business directly resulting from their participation.

Minister of Technology to open second Inventions Exhibition

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, is to open LINPEX '70, (The 2nd London International Inventions & New Products Exhibition) to be held at the New Horticultural Hall, Westminster, London, from June 1-4.

Like its predecessor, LINPEX '69, the exhibition will be a show place for new inventions, products and the many varied services forming the bases for introducing, financing, developing and marketing industrial, commercial and household innovations.

The success of the last exhibition – attended by over 7,000 home and overseas executives – caused the managing director of one firm exhibiting to comment: 'An astonishingly successful launching pad . . . . the exhibtion achieved everything that was expected of it and a great deal more . . . . the volume and calibre of response could never have been achieved in any other way.'

Awards to be presented will include the *Financial Times* Award 'For the Most Outstanding New Product in the Exhibition', The Westminster Chamber of Commerce Award 'For the Best Commercial Product with Export Potential', and the 'Lone Wolf' Award 'For the Best Invention Submitted'.

LINPEX '70 is sponsored by the Institute of Patentees and Inventors. The organizers are Business Conferences and Exhibitions Ltd.

On April 7, Mr. J. Rook, Minister (Economic), British Embassy, Paris, called to see the EEV display at the Salon International des Composants Electroniques, Paris (April 3-8). He took particular interest in the range of ceramic thyratrons made by EEV, which are now finding increasing applications in modulators for nuclear physical research. Left to right: Mr. R. Barnes, Second Secretary (Commercial), British Embassy, Paris; Monsieur A. Houbert, managing director of ICL France and Member of the British Chamber of Commerce in Paris; Mr. W. F. Welsh, Commercial Officer, British Embassy, Paris; Mr. J. Rook, Minister (Economic), British Embassy, Paris; Mr. M. G. Knight, publicity manager, EEV.

Firm orders for British scientific instruments in Cairo

A report from the British Embassy, Cairo

A FIVE-DAY exhibition of scientific precision instruments given in Cairo by Pye Unicam Ltd. of Cambridge, and sponsored by their local distributors, the General Company for Trading and Chemicals, proved to be a great success.

The exhibition was officially opened by Mr. Salah Hadaet, the presidential adviser in scientific affairs, at a ceremony on March 23, attended by the British Ambassador, Sir Richard Beaumont, and many leading Egyptian scientists. Pye Unicam was represented by a team of four, headed by Mr. T. B. Scott, the area manager, while representatives of the sponsors included their chairman, Mr. Gamal Helmi.

Equipment to the value of £25,000 was exhibited, consisting principally of spectrophotometers and chromatographs; in addition to the visual display there were lectures in chromatography and spectrophotometry, supported by a film on atomic absorption. A practical indication of the interest that the exhibition attracted was revealed by the amount of business which resulted. Firm orders were made for some £40,000 worth of equipment, which included all the instruments on show, and many other inquiries were received. Customers came both from the universities and industry, particularly from among firms associated with the pharmaceutical business.

Pye Unicam have been doing business with the United Arab Republic since the early 1960s, and since 1964 they have been rewarded by a steadily mounting trade. However, in staging the first exhibition of this kind to be given in Cairo by a British firm, there is every indication that they will have laid the foundation for a spectacular and deserved increase in their exports to this country.

Viewing scientific instruments displayed by Pye Unicam in Cairo last month, left to right foreground: Dr. Shishini, Under Secretary of State, Ministry of Scientific Research; Dr. Salah Hadaet, Presidential Adviser in Scientific Affairs; Sir Richard Beaumont, the British Ambassador; Mr. Mohamed Gamal Helmi, chairman of the General Company for Trading and Chemicals; and Dr. Mohamed Ey Saadi of the same company.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Board of Trade (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Bulgaria

ARRANGEMENTS for Anglo Bulgarian trade during the 12 months ending March 31, 1971, were signed in Sofia on April 11, 1970. The arrangements will form part of a new Long-Term Trade Agreement 1970-75 which is due to be signed in London later this month. Details are as follows.

Annex A is a list of goods which cannot be freely imported from Bulgaria and require a specific licence. For some of these goods a quota appears in **Annex B** which enables them to be imported under specific licence up to the level of the quota.

The various Bulgarian goods not appearing in **Annex A** may be imported freely under either Open General Licence or Open Individual Licence. Some of these goods are listed in Parts II and III of **Annex B.**

The new Long-Term Trade Agreement will provide generally for the export of all categories of British goods to Bulgaria and in the circumstances separate quotas for consumer goods have not been established.

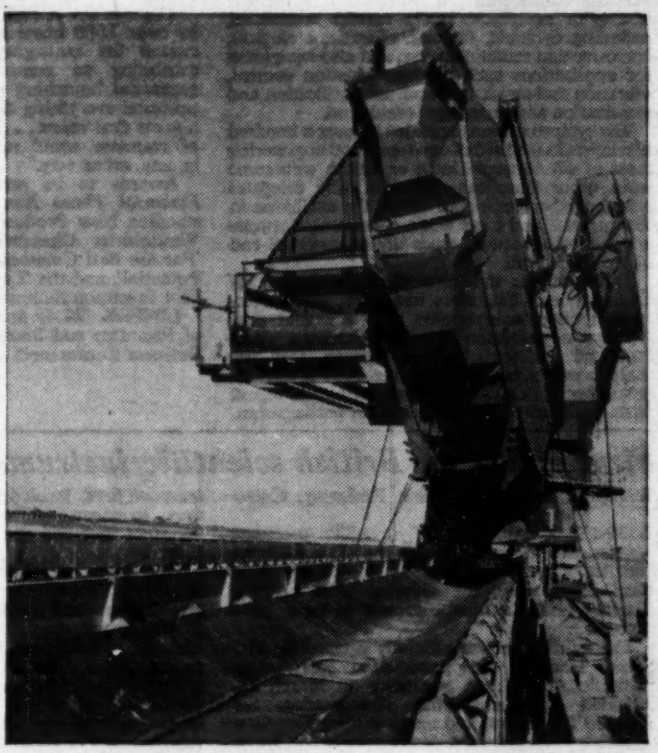
The general prohibitions and restrictions relating to imports from and the export to all countries (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

ANNEX A

Goods the import of which remain subject to specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, mutton and lamb, beef and veal and venison and their offals)
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon)
Chapter 4 (except headings 04.05 and 04.06)
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready-made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal)
Chapter 65
Heading 17.02 (G) (1) Lactose
Heading 01.02
Heading 08.13
Heading 20.04
Heading 27.09
Heading 27.10
Heading 27.11
Heading 69.11
Heading 69.12
Heading 69.13
Vegetables, fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips
Potatoes and potato products (except potato glucose, potato starch, potato flakes and potato pancake powder)
Tomatoes, fresh
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid
Vegetables provisionally preserved containing onion or cauliflower
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, syrups and must derived from apples, blackcurrants and pears
Grapefruit juice and orange juice
Grass seed
Dry bulbs, rhizomes, corms and tubers
Osiers and willows
Matches (excluding Bengal matches)
Cigars
Benzene (including benzole), toluene and xylenes
Hides and skins, tanned
Gloves
Fur shells and fur bodies
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa)
Rubber footwear
Flat glass 3 mm nominal thickness and less
Enamelled hollow-ware
Cutlery, being knives (other than machine knives and surgeons' knives) sharpening steels spoons and forks, scissors and shears, and long-handled razors
Typewriters and parts
Transistorized radio and television receivers
Electronic valves and tubes, and semi-conductors, and parts thereof
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains)
Aircraft of an all-up weight over 4,500 lb.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches)
Watch parts (other than watch glasses or cases)
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement)
Sporting ammunition
Toys and games (other than plastic toys and playing cards)
Glass Christmas tree ornaments
Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence



A giant bucket wheel reclaimer running alongside the stacker yard at the National Coal Board's new Super Terminal, Immingham. Over 20,000 ft. of super Silverply conveyor belting manufactured by BTR Leyland Industries Ltd. has recently been installed in this coal handling complex. Built at a cost of £5½ million, the coal terminal, which is the first of its kind in the United Kingdom, will be fully operational very soon and commercial shipments of coal are expected to begin about the middle of the year. It has an exporting capacity of up to 6 million tons a year.

ANNEX B

Imports from the People's Republic of Bulgaria into the United Kingdom during the period April 1, 1970 to March 31, 1971

(Goods of Bulgarian origin or manufacture)

Item No.	Description of Goods		Value £000 (c.i.f.) unless otherwise stated
1	Toys and games		150
2	Domestic pottery and porcelain articles		55
3	Christmas tree decorations (glass)		15
4	Fabrics and made-up goods of cotton		20·2
5	Silk fabrics		25
6	Woollen textiles and woollen knitwear (of which not more than £20,000 for woollen knitwear)		50
7	Woven clothing other than of cotton		100
8	Rubber footwear		30
9	Matches		PM
10	Fresh tomatoes (of which not more than 100 tons may be imported during the period April 1 to October 31)	*Tons*	1,000
11	Onions and shallots	*Tons*	1,900
12	Fresh vegetables, the following: asparagus, beans (green), beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, peas (green), radishes, spinach and turnips	*Tons*	225
13	Cauliflower in brine		15
14	Dried vegetables being any of the vegetables specified in Items 11 and 12, other than herbs dried in bulk		570
15	Apple, blackcurrant and pear juices, syrups and concentrates		40
16	Canned and bottled vegetables being any of the vegetables specified in items 11 and 12		255
17	Quick-frozen vegetables being any of the vegetables specified in items 11 and 12	*Tons*	500
18	Quick-frozen fruits being any of the following: apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than 90 tons each for raspberries and strawberries and not more than 100 tons for blackcurrants)	*Tons*	700
19	Fresh apples and pears		20
20	Cheese and Kashkaval		125
21	Fresh fruit being any of the fruits specified in item 18 except apples and pears	*Tons*	200
22	Dried fruits being any of the fruits in item 18		350
23	Strawberry and raspberry pulp not containing more than 50 per cent by weight of commercial sweetening matter and derived from fruit grown in Bulgaria	*Tons*	1,500
24	Other fruit pulp, not containing more than 50 per cent by weight of commercial sweetening matter being derived from any of the following fruit grown in Bulgaria: apples, cherries, currants, gooseberries, loganberries, pears and plums (of which not more than 400 tons for blackcurrant pulp)	*Tons*	680
25	Canned and bottled fruits being any of the fruits specified in item 18 and any mixture of those fruits (of which not more than £10,000 for blackcurrants and £10,000 for raspberries and strawberries taken together)		200
26	Jams and jellies being derived from any of the fruits specified in item 18 (of which not more than 770 tons for blackcurrant, raspberry and strawberry taken together)	*Tons*	2,000
27	Canned pigmeat (other than ham and pork loin)		150 (†)
28	Canned or fully cooked ham and pork loin		50 (†)
29	Fresh pork meat		PM (†)
30	Poultry, uncooked		PM (‡)
31	Poultry, fully cooked, including canned boneless poultry		220 (§)
32	Butter	*Tons*	810 (‖)
33	Yoghourt		10
34	Souvenirs, fancy goods		25
35	Miscellaneous (subject to type)		100

Notes:
(†) Subject to the Public Health Imported Food Regulations.
(‡) Subject to Poultry Carcases Landing Order 1955.
(§) As defined by the Poultry Carcases Landing Order 1955, subject to Merchandise Marks (Imported Goods) No. 5 Order, SI 1934, No. 301.
(‖) Quota for the butter year ending March 31, 1971.

PART II
Some of the goods under open individual licence

Electric equipment and materials
Station tractors, platform trucks and hoists
Metalcutting and machine tools
Carbamide and soda ash
Zinc white
Sodium nitrate
Pharmaceuticals
Carpets, hand-made
Wooden articles and furniture
Basketware
Plastic toys
Domestic glassware
Leather jackets
Other leather articles
Leather footwear
Books and periodicals
Garlic, pickled cucumbers, vine leaves, sauerkraut
Gherkins and paprika
Tomato puree
Canned tomatoes
Tomato juice
Juices of syrups of peaches, apricots and grapes
Grapes
Fresh apricots and peaches
Dried apricots, peaches and prunes
Nuts and almond kernels
Apricot and peach pulp
Canned apricots, peaches and grapes
Jam and jelly from apricots, peaches, small tomatoes, figs, rose petals, carrots and grapes
Wines and spirits
Canned ready-made dishes containing both meat and vegetables
Canned beef and veal
Chilled and frozen beef and veal
Frozen pork meat
Mutton and lamb (all forms)
Horsemeat
Salami
Pectin
Preserved fish, freshwater fish and sturgeon
Mineral waters
Malt extract
True hemp yarns and twines
Ground cement
Radio sets (excluding transistor radios)
Textile looms
Ball bearings
Sports articles including tents, other than made-up goods of cotton or cotton canvas
Mineral waxes

PART III
Some of the goods under open general import licence

Non-ferrous metal products
Zinc white in blocks
Lead in blocks
Bismuth
Cadmium
Cement, unground
Cellulose
Cotton, raw
Wool, raw
Sheet iron
Marble and granite in slabs
Films, exposed
Tobacco, unmanufactured
Chipboards
Lard
Beans, haricot
Peanuts
Ammonium nitrate
Maize
Wheat
Sunflower seed
Cotton seeds
Vetches seeds
Poppy seeds
Attar and concrete of roses
Peppermint and geranium oil
Beech, including steamed beech
Plywood and unassembled parquet blocks and strips
Hides and furs
Cotton, rape, maize and sunflower oils
Bristles
Down and feather of birds ordinarily used in the United Kingdom as articles of diet, and animal hair
Dried herbs and dried drugs
Red paprika
Onion seeds and other vegetable seeds
Coriander and aniseed
Fennel
Postage stamps
Paper and printed matter covered by open general licence
Flax waste, unmanufactured
Hemp waste
Casein, raw
Colophony
Bone glue

United Kingdom aid to developing countries

Guyana

SEA DEFENCES in Guyana are being built by the British firm of Balfour Beatty and Co. and supervised by Sir William Halcrow and Partners, engineering consultants of London, under a £3 million loan from the Ministry of Overseas Development and a loan of G$10 million provided by the International Bank for Reconstruction and Development.

Contracts have been signed with Balfour Beatty for the construction of about 21,000 feet of new sea walls on the east coast of Demerara at a cost of some G$10 million and about 10,000 feet of sea walls on the Demerara west coast at a cost of approximately G$4.7 million.

The West Coast contracts are being financed from the £3 million British loan, which also covers the work presently being done on the Kitty-Liliendaal Sea Defence Project by George Wimpey and Co. Ltd. The East Coast project is being financed from the World Bank loan.

The works to be completed by the award of these contracts will bring the total cost of the sea defence programme started in 1968 to some G$30 million, and the new works will commence at the end of May this year under the supervision of Sir William Halcrow and Partners.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2293) quoting reference number CRE 25852G.

Greece and Bulgaria

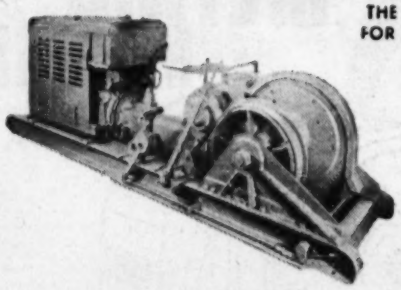
A NEW FIVE YEAR Trade and Payments agreement between the governments of Greece and Bulgaria, covering the period January 1, 1970, to December 31, 1974, was signed in Athens on March 10, 1970.

Copies of the agreement may be obtained (in French) from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466

'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS



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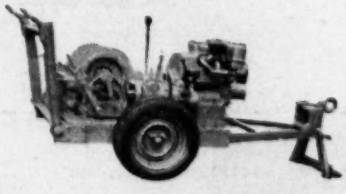
THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE 'DARLINGTON' PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS



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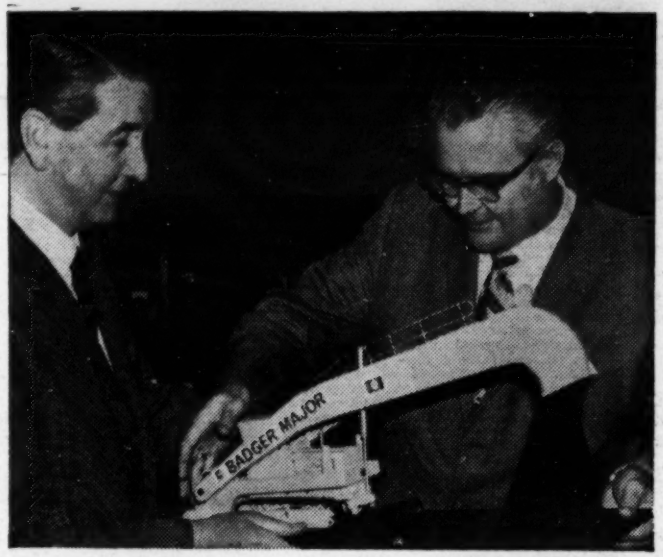
SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) Ltd.

TEAM VALLEY ESTATE, CO. DURHAM



Mr. S. E. Blackstone (left), chairman of Hudswell Badger of Leeds, with Mr. S. E. Price, president of Certain-teed Badger of Pennsylvania, at the conclusion of a three-day convention in Leeds and London of the five international companies associated with Hudswell Badger in the use of development of this system of trenchless pipelaying. Hudswell Badger has export orders totalling more than £10 million for its trenchless pipelayers which are currently in use in the United Kingdom, Germany, France, Italy, the United States and Canada.

Italy and Portugal

IN A CIRCULAR dated January 13, the Italian Minister of Foreign Trade announced that, following the Decision of September 15, 1969, by the Council of the European Communities authorizing the extension, the Trade Agreement between Italy and Portugal signed on March 4, 1961, has been extended for a further year from January 1, 1970, unless denounced by either party on three months' notice.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 7068, 7069), where the full Italian text may be seen.

Hints to business men visiting Brazil

A REVISED EDITION of the booklet on Brazil has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5, 109 St Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies - see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone telex or letter unaccompanied by a remittance

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone. 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex. 886143, Answer Back BOTHILLGATE LDN Telegram EXSERBRA)*

ALGERIA

Bulletin 70/70

PORT OF ORAN AUTHORITY:
Cranes. May 19. E.S.B. 55828/70/J.

ARGENTINA

Bulletin 67/70

SERVICIOS ELECTRICOS DEL GRAN B.A.:
*36s. (In Spanish.) **Distribution Panels.** May 6. E.S.B. 55511/70/J.
*42s. (In Spanish.) **Terminal Boxes; Junction Boxes.** May 6. E.S.B. 55513/70/J.
*45s. (In Spanish.) **Switches.** May 6. E.S.B. 55518/70/J.

Bulletin 68/70

SECRETARA DE ESTADO DE INDUSTRIA Y COMERCIO INTERIOR:
Feasibility Study of Soda Solvay Plant. August 25. E.S.B. 55616/70/J.

Bulletin 69/70

DIRECCION NACIONAL DE CONSTRUCCIONES PORTUARIAS Y VIAS NAVEGABLES:
Construction of Wharf Space. June 30. E.S.B. 55629/70/J.

AUSTRALIA

Bulletin 67/70

CABOOLTURE SHIRE COUNCIL:
*90s. **Water Supply Extensions.** May 11. E.S.B. 55476/70/J.
ENGINEERING AND WATER SUPPLY DEPARTMENT OF SOUTH AUSTRALIA:
*85s. **Telemetry and Remote Supervisory Control Equipment.** May 28. E.S.B. 55475/70/J.

Bulletin 68/70

POSTMASTER-GENERAL'S DEPARTMENT:
Subscriber Trunk Dialling Public Telephones. May 14. E.S.B. 55613/70/J.

Bulletin 69/70

SUPPLY AND TENDERS BOARD:
*6s. **Tea Chests.** May 5. E.S.B. 55660/70/J.

Bulletin 70/70

NORTHERN ELECTRIC AUTHORITY:
Turbo Generator. July 1. E.S.B. 55827/70/J.

Bulletin 71/70

NEW SOUTH WALES DEPARTMENT OF RAILWAYS:
*20s. **Gross Container Flat Wagons.** May 6. E.S.B. 55894/70/J.

BOLIVIA

Bulletin 69/70

CORPORACION MINERA DE BOLIVIA:
*3s. (In Spanish.) **Drills.** May 4. E.S.B. 55662/70/J.
*3s. (In Spanish.) **Ferrosilicon.** May 4. E.S.B. 55663/70/J.
*6s. (In Spanish.) **Black Welded Tube.** May 4. E.S.B. 55664/70/J.
*3s. (In Spanish.) **Drills.** May 4. E.S.B. 55665/70/J.
*1s. (In Spanish.) **Soldering Equipment and Accessories.** May 6. E.S.B. 55666/70/J.
*1s. **Rubber Tubing and Sheeting.** May 6. E.S.B. 55668/70/J.
*1s. (In Spanish.) **Copper Wire.** May 6. E.S.B. 55670/70/J.
*1s. (In Spanish.) **Plastic Tubing.** May 6. E.S.B. 55669/70/J.
*1s. **(Oxygen Cylinders.** May 6. E.S.B. 55667/70/J.

Bulletin 70/70

MIXED ARGENTINE-BOLIVIAN RAILWAY COMMISSION:
Railway Track, Points and Accessories. May 29. E.S.B. 55855/70/J.
Corrugated Iron Pipes. May 20. E.S.B. 55856/70/J.
Wire. May 20. E.S.B. 55857/70/J.
LA MUNICIPALIDAD:
*7s. (In Spanish.) **Construction of Flyovers.** May 11. E.S.B. 55618/70/J.

Bulletin 72/70

CORPORACION MINERA DE BOLIVIA.
*3s. (In Spanish.) **Security Fuse.** May 4. E.S.B. 55678/70/J.

BURMA

Bulletin 67/70

UNION OF BURMA RAILWAY BOARD
*2s. **Cable Wire.** May 6. E.S.B. 55435/70/J
*2s. **Wire.** May 6. E.S.B. 55436/70/J.
*Gale Lamps. May 7. E.S.B. 55437/70/J.
*Measuring Instruments. May 7. E.S.B. 55438/70/J.
*Drafting Machines. May 8. E.S.B. 55439/70/J.
*Brick Reinforcement Materials. May 8. E.S.B. 55440/70/J.
*Fish Plates. May 7. E.S.B. 55441/70/J.
*2s. Glass. May 8. E.S.B. 55455/70/J.
*2s. Cleaning Rods. May 8. E.S.B. 55456/70/J.
*3s. Pliers; Screwdrivers; Wrenches. May 6. E.S.B. 55459/70/J.
*Signal Lamps; Hurricane Lamps. May 8. E.S.B. 55460/70/J.
*Fire Extinguishers and Refills. May 8. E.S.B. 55461/70/J.
*Binoculars. May 8. E.S.B. 55462/70/J.
*Cotton Waste. May 8. E.S.B. 55463/70/J.
*2s. Cotter Pins and Spring Washers. May 8. E.S.B. 55522/70/J.
*2s. Light Bulbs. May 7. E.S.B. 55544/70/J.
RANGOON MUNICIPAL CORPORATION:
*3s. Building Materials Electrical Equipment. May 13. E.S.B. 55547/70/J.

Bulletin 68/70

TEXTILE MILLS PROCUREMENT COMMITTEE:
*8s. Nylon Yarn. May 13. E.S.B. 55546/70/J.
BURMA RAILWAY BOARD:
*5s. Oil Storage Tank and Accessories. May 8. E.S.B. 55548/70/J.

Bulletin 69/70

MYANMA EXPORT-IMPORT CORPORATION:
*4s. **Mine Laboratory Apparatus and Equipment.** May 5. E.S.B. 55706/70/J.
*3s. **Laboratory Chemicals.** May 5. E.S.B. 55707/70/J.
*3s. **Air Compressor.** May 11. E.S.B. 55708/70/J.
*Vacuum Exhauster. May 11. E.S.B. 55709/70/J.
*3s. **Spring Coiling Machine.** May 11. E.S.B. 55711/70/J.
STATE TIMBER BOARD:
*5s. **Machine Tools.** May 19. E.S.B. 55716/70/J
PUBLIC WORKS CORPORATION:
*5s. **Lathes.** May 5. E.S.B. 55701/70/J.
*4s. **Motor Cycles.** May 5. E.S.B. 55702/70/J

Bulletin 70/70

STATE TIMBER BOARD:
*4s. **Drilling Machines.** May 16. E.S.B. 55717/70/J.
*4s. **Steam and Hydraulic Jet Cleaner.** May 20. E.S.B. 55704/70/J.
*3s. **Air Compressors.** May 20. E.S.B. 55703/70/J.
*4s. **Grinding Machines.** May 8. E.S.B. 55718/70/J.
UNION OF BURMA RAILWAY BOARD:
*Photostat Copying Machine. May 11. E.S.B. 55710/70/J.
*3s. Rolled Steel Joists. May 11. E.S.B. 55713/70/J.
*Lacquers and Compounds. May 11. E.S.B. 55712/70/J.
STATE TIMBER BOARD:
*3s. Cylinder Machines. May 20. E.S.B. 55715/70/J.
PUBLIC WORKS CORPORATION:
*5s. Testing and Measuring Instruments, Meters, Tool Sets, Vice. May 5. E.S.B. 55719/70/J.

CANADA

Bulletin 67/70

BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Bridge Crane. May 12. E.S.B. 55525/70/J.

CEYLON

Bulletin 70/70

STATE ENGINEERING CORPORATION OF CEYLON:
*4s. **Cable.** May 30. E.S.B. 55777/70/J.
*4s. **Electric Motors.** May 15. E.S.B. 55783/70/J.
TENDER BOARD, POLICE HEADQUARTERS:
*7s. **Hats.** May 7. E.S.B. 55788/70/J.
DEPARTMENT OF GOVERNMENT SUPPLIES:
Twine. May 19. E.S.B. 55784/70/J.
TENDER BOARD, POLICE HEADQUARTERS:
*7s. **Overcoats.** May 7. E.S.B. 55787/70/J.

CHILE

Bulletin 70/70

DIRECCION GENERAL DE OBRAS PUBLICAS, DIRECCION DE OBRAS SANITARIAS:
*4s. (In Spanish.) **Chlorine Cylinders.** May 4. E.S.B. 55813/70/J.
EMPRESA NACIONAL DE ELECTRICIDAD, S.A.:
*39s. (In Spanish.) **Power Conductor Erection Equipment.** May 4. E.S.B. 55816/70/J
JUNTA DE ADELANTO DE ARICA:
*7s. (In Spanish.) **Dental Equipment.** May 19. E.S.B. 55858/70/J.

COLOMBIA

Bulletin 68/70

INSTITUTO DE MERCADEO AGROPECUARIO:
Cereal, Handling Equipment and Electrical Apparatus. May 8. E.S.B. 55627/70/J.
CENTRAL HIDRO[illegible]TRICA DE CALDAS S.A.:
Lathe. May 29. E.S.B. 55626/70/J.

COSTA RICA

Bulletin 68/70

INSTITUTO NACIONAL DE APRENDIZAJE:
*2s. (Press notice in Spanish.) **Electrical Equipment.** May 4. E.S.B. 55583/70/J.
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*2s. (In Spanish.) **Air Conditioning Equipment.** May 22. E.S.B. 55590/70/J.
*1s. (In Spanish.) **Drill Grinders.** May 21. E.S.B. 55589/70/J.

Bulletin 71/70

*3s. (In Spanish.) **Teletherapy Unit.** (Further Information.) E.S.B. 54520/70/J.

CYPRUS

Bulletin 70/70

ELECTRICITY AUTHORITY OF CYPRUS:
*1s. **Conductors and Cable.** May 18. E.S.B. 55778/70/J.

ETHIOPIA

Bulletin 68/70

IMPERIAL BOARD FOR TELECOMMUNICATIONS:
Radio Telephone Terminals. June 30. E.S.B. 55594/70/J.

Bulletin 70/70

Telephone Transit Exchanges. July 17. E.S.B. 55807/70/J.
ETHIOPIAN ELECTRIC LIGHT AND POWER AUTHORITY:
*3s. **Cable.** May 4. E.S.B. 55808/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 71/70

BUNDESAMT FUER WEHRTECHNIK UND BESCHAFFUNG:
Antifreeze. May 13. E.S.B. 55874/70/J.

GREECE

Bulletin 69/70

MINISTRY OF TRADE:
*4s. **Hydrometers.** (Further Information.) E.S.B. 44483/69/J.
*5s. **Helicopter.** May 15. E.S.B. 55621/70/J.
Dental Equipment. May 13. E.S.B. 55676/70/J.
*5s. **Agricultural Fumigants.** May 4. E.S.B. 55677/70/J.

(Continued on page 1121)

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OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 70/70
SOCIAL FUND INSURANCE INSTITUTE:
*6s. Cardiac Pacemakers. June 5. E.S.B. 55680/70/J.
MINISTRY OF TRADE:
*4s. Vacuum Leak Detectors. May 11. E.S.B. 55682/70/J.
*3s. Paint Spraying Apparatus. May 11. E.S.B. 55685/70/J.
*7s. Drum Upender; Packing Machine. May 13. E.S.B. 55686/70/J.
*6s. Electrical Equipment. May 13. E.S.B. 55689/70/J.

Bulletin 71/70
MINISTRY OF TRADE:
*7s. Cameras. May 15. E.S.B. 55870/70/J.
*8s. Matches. May 11. E.S.B. 55871/70/J.
*10s. Food Processing and Packaging Machines. May 22. E.S.B. 55867/70/J.

INDIA

Bulletin 68/70
HINDUSTAN COPPER LTD.:
*34s. Cable. May 11. E.S.B. 55586/70/J.
BEAS PURCHASE ORGANIZATION:
*5s. Hand Tools. June 25. E.S.B. 55587/70/J.
MINISTRY OF RAILWAYS:
*23s. Steel Sheets. May 6. E.S.B. 55585/70/J.

Bulletin 69/70
HINDUSTAN SHIPYARD LTD.:
Pipe Fittings. June 3. E.S.B. 55631/70/J.
Valves for Ships. June 1. E.S.B. 55630/70/J.
Planer. May 26. E.S.B. 55632/70/J.
Windlasses and Winches. May 28. E.S.B. 55633/70/J.
MINING AND ALLIED MACHINERY CORPORATION LTD.:
*7s. Induction Motors. (Further Information.) E.S.B. 54802/70/J.

Bulletin 70/70
BHABHA ATOMIC RESEARCH CENTRE:
Baling Press. May 20. E.S.B. 55819/70/J.
Welding Unit. May 15. E.S.B. 55838/70/J.
Burr Milling Machine. May 19. E.S.B. 55841/70/J.
Turning Machine. May 19. E.S.B. 55840/70/J.
Welding Unit. May 14. E.S.B. 55836/70/J.
Upset Forming Machine. May 14. E.S.B. 55837/70/J.
Welding Unit. May 15. E.S.B. 55839/70/J.
CENTRAL RAILWAY:
Railway Control Panel and Illuminated Diagram. June 30. E.S.B. 55820/70/J.
*48s. Commutator Mica Under Cutting Machine. May 27. E.S.B. 55843/70/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*26s. Underground Telephone Cables. May 27. E.S.B. 55805/70/J.
Tin Ingots. May 19. E.S.B. 55806/70/J.

INDONESIA

Bulletin 69/70
MINISTRY OF TRADE:
Fertilizers. May 6. E.S.B. 55634/70/J.

Bulletin 71/70
*18s. Fertilizers. (Further Information.) E.S.B. 55634/70/J.

IRAN

Bulletin 70/70
NATIONAL IRANIAN STEEL CORPORATION:
*8s. Steel Wire Ropes. June 10. E.S.B. 55758/70/J.
IRANIAN STATE RAILWAYS:
*11s. Laundry Equipment. May 21. E.S.B. 55759/70/J.
*22s. Rail Switch Sections. May 18. E.S.B. 55760/70/J.

IRISH REPUBLIC

Bulletin 71/70
GALWAY COUNTY COUNCIL:
Pumping Plant. May 19. E.S.B. 55876/70/J.

LEBANON

Bulletin 68/70
UNITED NATIONS RELIEF AND WORKS AGENCY FOR PALESTINE REFUGEES HEADQUARTERS:
*10s. Blankets. May 7. E.S.B. 55591/70/J.

Bulletin 70/70
LA COMITE DES ADJUCATIONS MUNICIPALES, MUNICIPALITE DE BEYROUGH:
*1s. (In Arabic and French.) Traffic Island Bollards. June 3. E.S.B. 55821/70/J.

KUWAIT

Bulletin 70/70
KUWAIT SPANISH PETROLEUM COMPANY:
*96s. Oil and Gas Exploration Project. May 20. E.S.B. 55833/70/J.

Bulletin 71/70
KUWAIT NATIONAL PETROLEUM CO.:
*8s. Heat Exchanger Tubes. May 11. E.S.B. 55882/70/J.
*8s. Brass Tubes. May 11. E.S.B. 55883/70/J.

LIBYA

Bulletin 69/70
ELECTRICITY CORPORATION:
Transmission Line Network Enlargement. June 9. E.S.B. 55695/70/J.

Bulletin 70/70
Electricity Supply Network. May 12. E.S.B. 55851/70/J.
Electricity Supply Network. May 12. E.S.B. 55852/70/J.
Electricity Supply Network. May 12. E.S.B. 55853/70/J.
Electricity Supply Network. May 19. E.S.B. 55854/70/J.

MALAGASY REPUBLIC

Bulletin 68/70
LA DIRECCION GENERALE DES POSTES ET TELECOMMUNICACIONES:
*11s. (In French.) Metal Furniture. May 5. E.S.B. 55628/70/J.

MALAYSIA

Bulletin 67/70
PUBLIC WORKS DEPARTMENT:
*1s. Cast Iron Pipes and Specials. May 4. E.S.B. 55540/70/J.
*1s. Sharpening Stones. May 4. E.S.B. 55541/70/J.
*1s. Torches. May 4. E.S.B. 55542/70/J.
*1s. Bitumen Emulsion, Jointing Compound. May 4. E.S.B. 55543/70/J.
*4s. Steel. May 4. E.S.B. 55539/70/J.

Bulletin 70/70
SECRETARY, TENDER BOARD:
*23s. VHF/FM Radio Equipment. May 4. E.S.B. 55834/70/J.
MUNICIPALITY, KUALA LUMPUR:
Sewage Pumps. June 15. E.S.B. 55772/70/J.

Bulletin 71/70
S.E.B. TENDERS COMMITTEE:
*9s. Steel Frame Buildings. May 8. E.S.B. 55835/70/J.
TELECOMMUNICATIONS DEPARTMENT:
Steel Poles. May 7. E.S.B. 55891/70/J.

MEXICO

Bulletin 69/70
COMISION FEDERAL DE ELECTRICIDAD:
*High Pressure Pipes. May 11. E.S.B. 55655/70/J.
Motor Generators. May 6. E.S.B. 55659/70/J.

Bulletin 70/70
*Circulating Water Pumps. May 13. E.S.B. 55763/70/J.

NETHERLANDS

Bulletin 67/70
HEADQUARTERS AFCENT:
*Vehicle. May 17. E.S.B. 55537/70/J.

NEW ZEALAND

Bulletin 67/70
NEW ZEALAND ELECTRICITY DEPARTMENT:
*52s. Circuit Breakers, Transformers. June 16. E.S.B. 55538/70/J.
POST OFFICE HEADQURTERS:
*7s. VHF Transceiver. May 7. E.S.B. 55535/70/J.
*3s. Rectifiers, Transistors, Diodes. May 4. E.S.B. 55536/70/J.

Bulletin 69/70
MINISTRY OF WORKS:
Reconstruction of a College (1st stage). (Further Information.) E.S.B. 55661/70/J.

PAKISTAN

Bulletin 67/70
DIRECTOR OF INDUSTRIES AND COMMERCE:
*3s. Electrical Equipment. May 28. E.S.B. 55500/70/J.
*3s. Drill Gauge Point. May 29. E.S.B. 55502/70/J.
*4s. Motor Grader Spare Parts. June 1. E.S.B. 55503/70/J.
*3s. Slip Stones; Pipe Wrenches. June 5. E.S.B. 55508/70/J.
*3s. Taps and Dies. June 6. E.S.B. 55509/70/J.
*4s. Motor Grader Spare Parts. June 3. E.S.B. 55516/70/J.
*3s. Vehicle. June 8. E.S.B. 55510/70/J.
*3s. Welding Equipment, Glass Blowing Equipment. May 16. E.S.B. 55499/70/J.
DIRECTORATE OF SUPPLY:
*21s. Engineering Stores. June 8. E.S.B. 55450/70/J.
*10s. Laboratory Equipment. May 9. E.S.B. 55448/70/J.
WEST PAKISTAN WATER AND POWER DEVELOPMENT AUTHORITY:
Construction of Thermal Power Station. June 1. E.S.B. 55453/70/J.
PAKISTAN WESTERN RAILWAY:
*20s. Steel Plates. May 16. E.S.B. 55467/70/J.

Bulletin 69/70
WEST PAKISTAN WATER AND POWER DEVELOPMENT AUTHORITY:
Sub-station Equipment. May 5. E.S.B. 55696/70/J.

Bulletin 70/70
KHULNA SHIPYARD LTD.:
*4s. Marine Gear and Electrical Accessories. May 25. E.S.B. 55822/70/J.
DIRECTORATE OF SUPPLY:
*12s. Hospital Equipment. May 4. E.S.B. 55824/70/J.
*21s. Gate Valves. May 12. E.S.B. 55825/70/J.
*9s. Surgical Supplies. May 5. E.S.B. 55826/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 67/70
PUBLIC UTILITIES BOARD:
*5s. Water Meters. June 1. E.S.B. 55505/70/J.
*78s. Pumping Plant. May 20. E.S.B. 55506/70/J.

Bulletin 68/70
PUBLIC WORKS DEPARTMENT:
*2s. Pipes, Manhole. May 5. E.S.B. 55593/70/J.

SOUTH AFRICA

Bulletin 70/70
STATE TENDER BOARD:
*3s. Culture Media; Petri Dishes. May 6. E.S.B. 55801/70/J.

Bulletin 71/70
TOWN CLERK'S OFFICE:
Incineration Equipment. May 15. E.S.B. 55888/70/J.

SPAIN

Bulletin 67/70
MINISTERIO DEL AIRE:
Tele-Indicator Network. May 18. E.S.B. 55528/70/J.
Atmospheric Measuring Equipment. May 5. E.S.B. 55529/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 67/70
DIRECTORATE-GENERAL OF DAMASCUS INTERNATIONAL FAIR:
Balloons. May 9. E.S.B. 55489/70/J.

Bulletin 68/70
DEFENCE PLANTS ORGANIZATION:
Shoe Production Machinery. June 1. E.S.B. 55551/70/J.
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Circuit-Breakers. May 6. E.S.B. 55552/70/J.
DIRECTORATE-GENERAL OF BROADCASTING AND TELEVISION:
Recording Units. May 5. E.S.B. 55549/70/J.
GENERAL ORGANIZATION OF CEREALS AND MILLS:
Reconstruction of Mills. June 16. E.S.B. 55491/70/J.
MAJOR PROJECTS ADMINISTRATION:
Lifts. May 4. E.S.B. 55490/70/J.

Bulletin 70/70
GENERAL ELECTRICITY ORGANIZATION:
Sodium Hydrate. May 7. E.S.B. 55692/70/J.
NITROGEN FERTILIZER PLANT:
Ambulance. May 14. E.S.B. 55691/70/J.

TAIWAN

Bulletin 67/70
CENTRAL TRUST OF CHINA:
*25s. Passenger and Service Lifts. May 5. E.S.B. 55358/70/J.
*30s. Elevators. May 5. E.S.B. 55351/70/J.

Bulletin 68/70
*4s. Magnetic Separator. May 6. E.S.B. 55569/70/J.
*2s. Ring Packing, Ring Gasket. May 4. E.S.B. 55599/70/J.
*1s. Electrodes. May 4. E.S.B. 55598/70/J.
*5s. Steel. May 25. E.S.B. 55561/70/J.
*6s. Thermometers. May 8. E.S.B. 55571/70/J.
*3s. Vinylite Spotting Strip. May 26. E.S.B. 55554/70/J.
*4s. Insulation Bricks. May 26. E.S.B. 55557/70/J.
*1s. Babbit Metal. May 5. E.S.B. 555570/70/J.
*4s. Crystal Master Clocks. May 5. E.S.B. 55564/70/J.
*4s. Wire Wheel Brushes. May 25. E.S.B. 55560/70/J.
*6s. Tractor Truck. June 1. E.S.B. 55575/70/J.
*2s. Tin Plate. May 8. E.S.B. 55574/70/J.
*3s. Welding Fittings. May 26. E.S.B. 55556/70/J.
*6s. Bag Filter. May 26. E.S.B. 55555/70/J.
*4s. Telecommunication Apparatus. May 25. E.S.B. 55563/70/J.
*5s. Grab Dredging Machine. May 25. E.S.B. 55559/70/J.
*4s. Telecommunication Apparatus. May 25. E.S.B. 55562/70/J.
Franking Machines. May 8. E.S.B. 55572/70/J.
*6s. Office Machine. May 27. E.S.B. 55558/70/J.
*11s. Telephone Terminal Equipment. June 2. E.S.B. 55576/70/J.

TANZANIA

Bulletin 67/70
TANZANIA ELECTRIC SUPPLY CO. LTD.:
Transformers. June 3. E.S.B. 55477/70/J.

(*Continued on next page*)

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OPPORTUNITIES FOR EXPORTERS, *continued*

THAILAND

Bulletin 67/70

STATE RAILWAY OF THAILAND:
Concrete Chisels. May 4. E.S.B. 55479/70/J.
Steel Bars. May 4. E.S.B. 55478/70/J.
Galvanized Wire. May 6. E.S.B. 55495/70/J.
Rail Jack. May 7. E.S.B. 55421/70/J.
Generators. May 4. E.S.B. 55419/70/J.
THAILAND TOBACCO MONOPOLY:
Cellulose Film. May 11. E.S.B. 55485/70/J.
METROPOLITAN WATER WORKS AUTHORITY:
Construction of Waterworks Facilities. May 15. E.S.B. 55517/70/J.

Bulletin 70/70

PROVINCIAL ELECTRICITY AUTHORITY:
Overhead Line Hardware. May 11. E.S.B. 55795/70/J.
Transformer and Switches. May 11. E.S.B. 55796/70/J.
STATE RAILWAY OF THAILAND:
Anniversary Clasp. May 7. E.S.B. 55731/70/J.
Steel Wire. May 12. E.S.B. 55732/70/J.
Electrical Supplies. May 13. E.S.B. 55737/70/J.
Glass. May 11. E.S.B. 55738/70/J.
*2s. Lathes. May 7. E.S.B. 55791/70/J.
Steel Plate. May 6. E.S.B. 55798/70/J.
Wire. May 6. E.S.B. 55799/70/J.
Steel. May 7. E.S.B. 55800/70/J.
*3s. Shaping Machines. May 4. E.S.B. 55797/70/J.

TRINIDAD AND TOBAGO

Bulletin 70/70

MINISTRY OF WORKS:
Sub-Soil Investigation Equipment. May 8. E.S.B. 55765/70/J.
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*4s. Eye Bolts. May 29. E.S.B. 55766/70/J.
*2s. Street Lighting Neutral Connectors. May 29. E.S.B. 55767/70/J.
*1s. Digging Scoops. May 29. E.S.B. 55768/70/J.
*2s. Pike Poles. May 29. E.S.B. 55769/70/J.

TUNISIA

Bulletin 68/70

SOCIETE NATIONALE DES CHEMINS DE FER TUNISIENNES:
*Rails. (Further Information.) E.S.B. 55223/70/J.

TURKEY

Bulletin 67/70

MINISTRY OF PUBLIC WORKS:
Electrical and Electronic Equipment for an Airport. Closing date postponed to May 15. (Further Information.) E.S.B. 51484/70/J.

Bulletin 69/70

POWER, GAS AND BUS DEPARTMENT:
*7s. Crane. May 11. E.S.B. 55673/70/J.
*12s. Transformers. May 13. E.S.B. 55619/70/J.
*4s. Gas Meters. May 5. E.S.B. 55674/70/J.
PETROL OFFICE:
*6s. Refuelling Hoses. May 14/12. E.S.B. 55623/70/J and E.S.B. 55622/70/J.
GROUND FORCES COMMAND:
*12s. Battery Separators. May 6. E.S.B. 55625/70/J.
*14s. Rubber Additives. May 6. E.S.B. 55672/70/J.
*8s. Lead. May 6. E.S.B. 55671/70/J.
IRON AND STEEL MILLS:
Truck-Mounted Cranes. June 5. E.S.B. 55624/70/J.
MINISTRY OF PUBLIC WORKS:
*2s. Construction of Bridge. May 15. E.S.B. 55620/70/J.

Bulletin 70/70

BASBAKANLIK BASIMEVI DONER SERMAYE ISLETME:
*15s. Printing Plant Equipment. May 9. E.S.B. 55774/70/J.

UGANDA

Bulletin 69/70

MINISTRY OF WORKS, COMMUNICATIONS AND HOUSING:
Batteries. May 26. E.S.B. 55733/70/J.
Domestic Utensils; Crockery; Furniture; Textiles. May 26. E.S.B. 55644/70/J.
Wire Products. May 11. E.S.B. 55645/70/J.
Lighting Fittings and Tubes. May 14. E.S.B. 55646/70/J.
Slotted Angles. May 11. E.S.B. 55647/70/J.
Water Supply Chemicals. May 14. E.S.B. 55648/70/J.
Cleaning Materials. May 18. E.S.B. 55650/70/J.
Paints; Oils; Spirit. May 18. E.S.B. 55651/70/J.
Borehole Equipment. May 18. E.S.B. 55652/70/J.
Pipes and Pipe Fittings. May 26. E.S.B. 55653/70/J.
CENTRAL TENDERS BOARD:
*1s. (Press Copy.) Generators. June 8. E.S.B. 55694/70/J.
MINISTRY OF WORKS, COMMUNICATIONS AND HOUSING:
Electric Cookers and Water Heaters. May 14. E.S.B. 55649/70/J.

UNITED STATES OF AMERICA

Bulletin 67/70

BUREAU OF RECLAMATION:
*100s. Transformers, Lightning Arresters. June 2. E.S.B. 55520/70/J.

VENEZUELA

Bulletin 70/70

CVE, ELECTRIFICATION DEL CARONI CEDELCA:
Head Sluices. May 15. E.S.B. 55683/70/J.

VIETNAM

Bulletin 68/70

INDUSTRIAL DEVELOPMENT CENTRE:
*13s. Dried Fish and Fish Sauce Manufacturing Plant. May 30. E.S.B. 55615/70/J.
*7s. (In French.) Serum Bottling Equipment. May 30. E.S.B. 55595/70/J.

YUGOSLAVIA

Bulletin 71/70

ENTERPRISE VARDAR IMPORT EXPORT SKOPLJE:
*6s. Polyethylene Bag Production Equipment. (Further Information.) E.S.B. 55257/70/J.
*4s. Enterprise Extrusion Machinery. (Further Information.) E.S.B. 55253/70/J.
AGROOPREMA EXPORT/IMPORT:
*1s. (Press cutting.) Construction of Lime Kiln Plant and Tile Factory. June 26. E.S.B. 55815/70/J.
COTTON SPINNING MILL:
*3s. (Press cutting.) Textile Machinery. June 26. E.S.B. 55860/70/J.
COPPER ROLLING MILL:
*3s. (Press cutting.) Aluminium Processing Plant June 26. E.S.B. 55864/70/J.
FEROELEKTRO EXPORT-IMPORT:
*1s. (Press cutting.) Textile Machinery. June 26. E.S.B. 55862/70/J.
INDUSTRIJA ZA METALINE, PROIZODE:
*1s. (Press cutting.) Cutlery and Kitchenware Manufacturing Equipment. June 26. E.S.B. 55861/70/J.
KOLEKTIV, SKOPLJE, ENTERPRISE TEHNOMETAL MAKEDONIJA:
*1s. (Press cutting.) Plastics Working Machinery. June 26. E.S.B. 55865/70/J.
MEDIKOMERE, EXPORT-IMPORT:
*1s. (Press cutting.) Bronchological Equipment. June 26. E.S.B. 55847/70/J.
METALKA LJUBLJANA:
*1s. (Press cutting.) Aeroplane. June 26. E.S.B. 55850/70/J.
NEWSPAPER PUBLISHING AND PRINTING HOUSE:
*2s. (Press cutting.) Paper and Board Working Machinery. June 26. E.S.B. 55863/70/J.
TEKIG-INVEST, BELGRADE:
*1s. (Press cutting.) Textile Machinery. June 26. E.S.B. 55859/70/J.
*1s. (Press cutting.) Textile Machinery. June 26. E.S.B. 55866/70/J.
*1s. (Press cutting.) Textile Printing Equipment. June 26. E.S.B. 55849/70/J.

ZAMBIA

Bulletin 68/70

CENTRAL SUPPLY AND TENDER BOARD:
*10s. Surgical Instruments and Sundries. May 22. E.S.B. 55592/70/J.

Bulletin 71/70

CENTRAL AFRICAN POWER CORPORATION:
Transformers. May 8. E.S.B. 55889/70/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ABU DHABI

Bulletin 67/70

Inquiry for asbestos sheeting; tiles. E.S.B. 9496/70/J.

ALGERIA

Bulletin 71/70

Inquiry for air-conditioning equipment; refrigeration equipment. E.S.B. 9992/70/J.
Inquiry for catering equipment. E.S.B. 9992/70/J.

AUSTRALIA

Bulletin 67/70

Marking and standardization of packaged goods imported into Australia. E.S.B. 23514/G/J.
Inquiry for packaging machinery and materials; cleaning equipment and materials. E.S.B. 7540/70/J.
Agency inquiry for universal joints. E.S.B. 9064/70/J.

Bulletin 68/70

Agency inquiry for hardboard, particle board. E.S.B. 9563/70/J.
Agency inquiry for bakery and pastrycooks' equipment and machinery. E.S.B. 10139/70/J.
Agency inquiry for hand tools. E.S.B. 50463/69.
Agency inquiry for door closing equipment. E.S.B. 8989/70/J.

Bulletin 68/70

Agency inquiry for kilted skirts. E.S.B. 2047/70/J.

Bulletin 69/70

Manufacture under licence/joint venture – marine equipment. E.S.B. 8845/70/J.

Bulletin 70/70

Agency inquiry for clothing. E.S.B. 6317/70/J.
Agency inquiry for high vacuum equipment; sound equipment. E.S.B. 8955/70/J.

Bulletin 71/70

Joint venture/ manufacture under licence – chemical plant; mining equipment; paper working machinery; steel making equipment. E.S.B. 9019/70/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 69/70

Inquiry for automatic batcher. E.S.B. S/36/70/J.

Bulletin 68/70

Inquiry for shuttle car. E.S.B. S/37/70/J.
Inquiry for extruders. E.S.B. S/39/70/J.
2s. Inquiry for coagulometers. E.S.B. A/19/70/J.

Bulletin 69/70

3s. Inquiry for radome coners. E.S.B. M/21/70/J.

Bulletin 70/70

Inquiry for electric motors. E.S.B. S/38/70/J.
Inquiry for adhesive tape transfer applicator. E.S.B. S/40/70/J.
Inquiry for slitter/rewinding machine. E.S.B. S/41/70/J.

AUSTRIA

Bulletin 67/70

Inquiry for prefabricated factory sheds. E.S.B. 9601/70/J.
Agency inquiry for whisky. E.S.B. 8907/70/J.

Bulletin 68/70

Agency inquiry for bottle tops. E.S.B. 7040/70/J.

Bulletin 70/70

Inquiry for aluminium foil; cotton material; felt; novelties; PVC; plush. E.S.B. 10439/70/J.

Bulletin 71/70

Inquiry for coats. E.S.B. 9762/70/J.

BAHAMAS

Bulletin 68/70

Agency inquiry for golf carts. E.S.B. 9264/69/J.

BARBADOS

Bulletin 67/70

Inquiry for florist requisites. E.S.B. 9607/70/J.
Agency inquiry for glass. E.S.B. 8944/70/J.

Bulletin 69/70

Agency inquiry for giftware; hand tools; jewellery; power tools. E.S.B. 9657/70/J.

BELGIUM

Bulletin 67/70

Inquiry for aluminium processing machinery. E.S.B. 9220/70/J.
*2s. Agency inquiry for plastic conduit channels. E.S.B. 677/70/J.

Bulletin 68/70

Agency inquiry for ear defenders; noise protection helmets and devices. E.S.B. 8838/70/J.

Bulletin 69/70

Agency inquiry for industrial filters. E.S.B. 9040/70/J.

Bulletin 71/70

Agency inquiry for fruit pastilles. E.S.B. 9749/70/J.

BRITISH HONDURAS

Bulletin 67/70

Agency inquiry for jam. E.S.B. 9161/70/J.

CANADA

Bulletin 67/70
Agency inquiry for clothing; leatherwear; underwear. E.S.B. 9580/70/J.
Inquiry for mechanical engineering laboratory equipment. E.S.B. 7979/70/J.
Agency inquiry for bakery equipment; cake novelties. E.S.B. 8967/70/J.
Manufacture under licence – electrical control equipment. E.S.B. 8139/70/J.
Inquiry for aluminium foil. E.S.B. 9164/70/J.
Inquiry for fishing tackle; camping equipment; hunting accessories. E.S.B. 9451/70/J.
Inquiry for slitting/shearing line. E.S.B. 9784/70/J.

Bulletin 68/70
Inquiry for women's fashions; coats; suits; rainwear. E.S.B. 2266/70/J.
Agency inquiry for air compressors and air tools. E.S.B. 3397/70/J.
Agency inquiry for centrifugal pumps. E.S.B. 9564/70/J.
Inquiry for fabricated equipment. E.S.B. 9615/70/J.
Inquiry for electro-mechanical equipment; pumping stations; sewage plants. E.S.B. 7564/70/J.

Bulletin 69/70
Agency inquiry for hospital operating room lights and water stills. E.S.B. 2872/70/J.

Bulletin 70/70
Inquiry for surface grinders. E.S.B. 16643/69/J.
Inquiry for mining equipment and machinery; coal processing equipment; mineral ore processing equipment. E.S.B. 9426/70/J.
Agency inquiry for fabrics; yarns. E.S.B. 9065/70/J.
New legislation on fibre content labelling. E.S.B. 1209/G/J.
Agency inquiry for couplings; filters; effluent treatment equipment. E.S.B. 9428/70/J.

Bulletin 71/70
Inquiry for anaesthetic accessories. E.S.B. 5457/70/J.

Bulletin 71/70
Manufacture under licence/agency inquiry for cut-out fuses; electrical equipment; light poles; protective equipment; street lighting equipment. E.S.B. 10191/70/J.

CHILE

Bulletin 69/70
Agency inquiry for biscuits; butter; chocolate; herrings; milk; sauces and spices; sherry; sugar; tea; whisky; wine. E.S.B. 9391/70/J.

Bulletin 70/70
Agency inquiry for bicycles; domestic electrical appliances; fittings; spices; tea; coffee. E.S.B. 9332/70/J.

COSTA RICA

Bulletin 68/70
Agency inquiry for leathers. E.S.B. 24252/69/J.

CYPRUS

Bulletin 70/70
Agency inquiry for hand tools. E.S.B. 33881/69/J.

CZECHOSLOVAKIA

Bulletin 67/70
Inquiry for prefabricated building production equipment and know-how. E.S.B. 7377/69/J.

DENMARK

Bulletin 70/70
Inquiry for car bumpers. E.S.B. 9613/70/J.

DUBAI

Bulletin 71/70
Inquiry for lint; bandages; cellulose wadding; caustic soda; rayon staple fibre; wrapping paper. E.S.B. 8608/70/J.

EL SALVADOR

Bulletin 67/70
Inquiry for injection machinery; lock-cylinders; resistances; thermostats. E.S.B. 9754/70/J.
Agency inquiry for antimony battery plate oxide converter. E.S.B. 9804/70/J.

Bulletin 68/70
Inquiry for roll mill. E.S.B. 9669/70/J.
Inquiry for machine tools. E.S.B. 9748/70/J.

Bulletin 70/70
Agency inquiry for bar detergent soap manufacturing machinery. E.S.B. 47063/69/J.

Bulletin 71/70
Inquiry for cable funiculars. E.S.B. 50840/69/J.
*6s. Agency inquiry for rock crushers. E.S.B. 9115/70/J.

FAROE ISLANDS

Bulletin 67/70
Agency inquiry for biscuits; sweets. E.S.B. 52451/69/J.

FINLAND

Bulletin 67/70
Agency inquiry for bolts, nuts, screws; twist drills; tubes. E.S.B. 8408/70/J.

Bulletin 68/70
Agency inquiry for lamps. E.S.B. 45738/69/J.

Bulletin 70/70
Agency inquiry for food additives. E.S.B. 9668/70/J.

Bulletin 71/70
Agency inquiry for yarns.E.S.B. 9983/70/J.

FRANCE

Bulletin 67/70
1s. Inquiry for ingot moulds. E.S.B. 3492/70/J.

Bulletin 68/70
Inquiry for interferential filters; photometers; thermopiles. E.S.B. 8464/70/J.

Bulletin 69/70
Agency inquiry for aviary, aquarium and bird cage accessories. E.S.B. 8535/70/J.

Bulletin 70/70
Manufacture under licence – mechanical handling equipment. E.S.B. 9611/70/J.

Bulletin 71/70
Agency inquiry for machine tools. E.S.B. 10002/70/J.

FRANCE/RUMANIA

Bulletin 69/70
Trade and financial arrangements. CRE 26534/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 67/70
British Commercial Information Office at Hanover Fair. E.S.B. 1216/G/J.
Inquiry for roller chains. E.S.B. 9374/70/J.
Agency inquiry for canned foodstuffs. E.S.B. 9076/70/J.
Agency inquiry for screws; screw joints. E.S.B. 9084/70/J.
Inquiry for mushrooms. E.S.B. 48880/69/J.
Agency inquiry for canned foodstuffs. E.S.B. 9076/70/J.
Inquiry for roller chains. E.S.B. 9374/70/J.
Inquiry for detergent. E.S.B. 9434/70/J.
Inquiry for sheepskin. E.S.B. 9876/70/J.
Agency inquiry for electronic measuring equipment; table computers. E.S.B. 9207/70/J.
Inquiry for aluminium tubing and rod; brass alloy tubing; hand tools; pocket tool combinations. E.S.B. 9323/70/J.
Agency inquiry for furniture. E.S.B. 9067/70/J.
Inquiry for batteries; bronze flux; colloidal dalatine dag cement; crystal black stain; electrolytex; glue; glass fibre blanket; lapping compound; polishing paste and polish; plug cleaning compound; radiator leak stopping compound; rust removing solution; suction compound; stencilling ink; sealing compounds and materials; wax crayons; welding flux. E.S.B. 10133/70/J.

Bulletin 68/70
Inquiry for leather. E.S.B. 9843/70/J.
Inquiry for reproduction historical arms. E.S.B. 26377/69/J.
Agency inquiry for boat fittings; ropes; sail cloth sailing wear; twines; yarns. E.S.B. 9475/70/J.
Agency inquiry for women's clothing. E.S.B. 9286/70/J.
Inquiry for hides; leather. E.S.B. 9378/70/J.
Agency inquiry for machine tools. E.S.B. 9510/70/J.
Inquiry for grinding machines. E.S.B. 9633/70/J.

Bulletin 69/70
Inquiry for boiler plates and tubes. E.S.B. 9324/70/J.
Inquiry for firmer chisels. E.S.B. 36449/69/J.
Inquiry for angling equipment; cleaning equipment; leather accessories; sporting guns. E.S.B. 8997/70/J.
Inquiry for electrical industrial oven. E.S.B. 6746/70/J.

Bulletin 70/70
Agency inquiry for plastics foil packaging machinery. E.S.B. 9149/70/J.
Manufacture under licence – socks. E.S.B. 51433/69/J.
Agency inquiry for inspection equipment; engineers' small tools. E.S.B. 9687/70/J.
Inquiry for frozen fish. E.S.B. 9495/70/J.
Inquiry for gift articles. E.S.B. 9205/70/J.
Agency inquiry for leather bags; pullovers; shoes. E.S.B. 9239/70/J.
Inquiry for confectionery; spirits; wines. E.S.B. 9069/70/J.
Inquiry for curtain materials; embroideries. E.S.B. 9790/70/J.
Inquiry for asbestos, rubber and plastic industrial products. E.S.B. 51487/69/J.
Agency inquiry for rubber and plastic moulds. E.S.B. 9217/70/J.
Inquiry for fabrics. E.S.B. 9814/70/J.

Bulletin 71/70
Inquiry for butchers' utensils and accessories. E.S.B. 9944/70/J.
Inquiry for machine tools. E.S.B. 8869/70/J.
Agency inquiry for cutlery; disposable plates. E.S.B. 9219/70/J.
Inquiry for nickel oxide; zinc selenite. E.S.B. 10089/70/J.

GHANA

Bulletin 68/70
*6s. Inquiry for refractory bricks. E.S.B. 9755/70/J.
Inquiry for chemicals; carpet dyes and yarns; cleaning and floor maintenance machinery; domestic electrical appliances; knitting and weaving machinery; office furniture; paints; varnishes. E.S.B. 2746/70/J.
Inquiry for steel wire; steel nails. E.S.B. 9760/70/J.

GREECE

Bulletin 67/70
Inquiry for road, building and earthmoving machinery spare parts; steel sheets. E.S.B. 9630/70/J.

Bulletin 69/70
Agency inquiry for chain making machinery; wire rope making machinery. E.S.B. 9646/70/J.

Bulletin 70/70
Agency inquiry for meat. E.S.B. 9107/70/J.

Bulletin 71/70
Agency inquiry for liquid fuel machinery and equipment; pumps; valves. E.S.B. 9655/70/J.
Agency inquiry for animal feed additives; fungicides; insecticides; pesticides; poultry equipment. E.S.B. 9645/70/J.

GUYANA

Bulletin 70/70
Agency inquiry for biscuits; canned foods; domestic electrical appliances; groundnuts; wrapping paper. E.S.B. 9373/70/J.

HAWAII

Bulletin 68/70
Inquiry for model kits. E.S.B. 48844/68/J.

ICELAND

Bulletin 67/70
Agency inquiry for yarn. E.S.B. 9172/70/J.
Agency inquiry for cloth; lining material. E.S.B. 9400/70/J.

INDIA

Bulletin 67/70
Manufacture under licence – chemicals. E.S.B. 40347/69/J.
Inquiry for silicon; tools; wire; metals; paper. E.S.B. 9768/70/J.
Inquiry for tyres and tubes manufacturing plant and machinery. E.S.B. 9300/69/J.

Bulletin 68/70
Inquiry for ferro-molybdenum; ferro-vanadium. E.S.B. 1055/69/J.

Bulletin 69/70
Inquiry for chemical production know-how and equipment. E.S.B. 9034/70/J.

(*Continued on next page*)

THINKING OF EXPORTING?

Old-established Dutch company manufacturing high quality Hospital Beds and Industrial Equipment wishes to extend its range of products by importing British goods.

If your products are sold to Architects, Hospitals, Industry and Commerce and you wish to have them sold in the E.E.C. by a dynamic marketing team— contact:

J. L. A. van Galen, Esq., n.v. **V.N.M.I., Maliesingel 20, Utrecht, HOLLAND**

OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 71/70
Source of supply/ joint venture – springs for railway rolling stock and automobile suspensions. E.S.B. 9059/70/J.

INDONESIA

Bulletin 68/70
Inquiry for hospital equipment and supplies. E.S.B. 9693/70/J.

IRAQ

Bulletin 70/70
Government purchasing board. E.S.B. 1209/G/J.

IRISH REPUBLIC

Bulletin 69/70
Health (cyclamate in food) Regulations 1970. E.S.B. 1209/G/J.

Bulletin 70/70
Agency inquiry for men's industrial clothing; woollen piece-goods. E.S.B. 52068/69/J.
Agency inquiry for fabrics; household textiles; knitwear. E.S.B. 18776/69/J.

ISRAEL

Bulletin 67/70
Agency inquiry for electrical domestic appliances. E.S.B. 9122/70/J.
Inquiry for enamelling paint. E.S.B. 6131/70/J.
Agency inquiry for fatty acids; milk powder; rubber. E.S.B. 9545/70/J.
Agency inquiry for dermatological and geriatric preparations; veterinary preparations; medicinal herbs. E.S.B. 9590/70/J.

Bulletin 67/70
Agency inquiry for electrical domestic appliances. E.S.B. 9122/70/J.

Bulletin 68/70
Inquiry for spraying machine. E.S.B. 9682/70/J.

Bulletin 69/70
Agency inquiry for fork lift trucks. E.S.B. 9502/70/J.

Bulletin 70/70
Agency inquiry for deep freeze installations; food industry additives and chemicals. E.S.B. 9543/70/J.

Bulletin 71/70
Agency inquiry for mobile partitions. E.S.B. 9584/70/J.

ITALY

Bulletin 67/70
Agency inquiry for domestic appliances; kitchen hardware; women's lingerie; velvet. E.S.B. 7830/70/J.
Agency inquiry for bakery machinery and equipment. E.S.B. 8618/70/J.
Inquiry for filters and filter paper; filters filtration equipment; thread winding machines. E.S.B. 8117/70/J.
Source of supply/manufacture under licence – chemical products. E.S.B. 9077/70/J.
Inquiry for gin; whisky. E.S.B. 9578/70/J.
Inquiry for chemicals; ophthalmic medicines. E.S.B. 9513/70/J.

Bulletin 68/70
Agency inquiry for carpets; clothing; knitwear. E.S.B. 9681/70/J.
Agency inquiry for alarm instruments; measuring instruments. E.S.B. 9518/70/J.
Inquiry for polyurethane resin base materials. E.S.B. 10177/70/J.
Inquiry for calcium stearate. E.S.B. 10110/70/J.
Inquiry for cables; control switches; electrical supplies; terminals; valves. E.S.B. 9586/70/J.

Bulletin 69/70
Agency inquiry for imitation leather. E.S.B. 46471/69/J.
Inquiry for transformers. E.S.B. 9800/70/J.
Agency inquiry for mats; runners. E.S.B. 9566/70/J.
Agency inquiry for resins. E.S.B. 9569/70/J.
Inquiry for armour plating; refractory materials. E.S.B. 9592/70/J.
Inquiry for barometers; clocks. E.S.B. 9948/70/J.
Inquiry for cables. E.S.B. 663/70/J.

Bulletin 70/70
Agency inquiry for oils; resins; tannins. E.S.B. 8984/70/J.
Agency inquiry for packings. E.S.B. 40989/69/J.

Bulletin 71/70
Agency inquiry for batteries; cassette tapes; hi-fi equipment. E.S.B. 9576/70/J.

JAMAICA

Bulletin 69/70
Joint venture – plastic extrusions and mouldings. E.S.B. 6943/70/J.

JAPAN

Bulletin 68/70
Inquiry for paper panties. E.S.B. 9770/70/J.
Inquiry for titanium alloy. E.S.B. 31402/69/J.

KENYA

Bulletin 68/70
Inquiry for spring steel. E.S.B. 8665/70/J.
Agency inquiry for steam installation accessories. E.S.B. 9551/70/J.

Bulletin 70/70
Agency inquiry for dress materials. E.S.B. 9150/70/J.

Bulletin 71/70
Inquiry for galvanizing plant. E.S.B. 3431/70/J.

KUWAIT

Bulletin 67/70
Inquiry for radio and television equipment. E.S.B. 9158/70/J.
Agency inquiry for audio visual aids; books; chemicals; educational films and records; newspapers; periodicals; stationery; toys. E.S.B. 9455/70/J.
Agency inquiry for alabastine filler; lacquer; thinner; linseed oil; paints; paint roller outfits; putty paste; turpentine. E.S.B. 9555/70/J.

Bulletin 68/70
Inquiry for fire alarms. E.S.B. 589/70/J.
Agency inquiry for bentonite; litharge; steel pipes; valve. E.S.B. 589/70/J.
Agency inquiry for artists' materials; dental equipment; electronic equipment; optical equipment; photographic equipment; scientific instruments and materials; veterinary equipment; X-ray equipment. E.S.B. 6948/70/J.

Bulletin 69/70
Agency inquiry for curtain fabrics; domestic sewing machine motors and accessories; shirts. E.S.B. 8749/70/J.
Agency inquiry for auto spare parts; brooms; dresses; electrical household goods; paints; paint brushes; stationery; textile piece-goods. E.S.B. 9849/70/J.

Bulletin 70/70
Inquiry for works programme and equipment register indicator; storage tanks. E.S.B. 10280/70/J.
Inquiry for canned vegetables; cameras and accessories; clothing; cosmetics and toilet preparations; fancy goods and presentation articles; paper handkerchiefs; pharmaceuticals and medicines. E.S.B. 9803/70/J.
Agency inquiry for printing machinery and allied supplies. E.S.B. 9789/70/J.

Bulletin 71/70
Agency inquiry for building materials; fancy goods; foodstuffs; pharmaceuticals; piece-goods; toys. E.S.B. 4839/70/J.

LEBANON

Bulletin 69/70
Inquiry for fabrics. E.S.B. 9739/70/J.

LIBYA

Bulletin 70/70
Agency inquiry for cloth; clothing; foodstuffs; shoes. E.S.B. 9838/70/J.

MALAYSIA

Bulletin 67/70
Inquiry for automotive spares. E.S.B. 9079/70/J.
Inquiry for chrome-plating equipment; consultancy services; die casting machines; furnaces; lathes; polishing machines. E.S.B. 8407/70/J.
Inquiry for cold-forming machine; steel rod and bar. E.S.B. 9147/70/J.

Bulletin 70/70
Agency inquiry for garden hoses and tools; hand tools; mowers and cultivators. E.S.B. 9144/70/J.

Bulletin 71/70
Inquiry for sinks; stop cocks; taps; tiles. E.S.B. 9078/70/J.

MALTA

Bulletin 69/70
Inquiry for oxy-acetylene cutting equipment; plastics coating machinery. E.S.B. 9435/70/J.

MEXICO

Bulletin 67/70
Manufacture under licence – buses. E.S.B. 9500/70/J.

MOROCCO

Bulletin 71/70
Inquiry for rubber insulated and steel cables. E.S.B. 9771/70/J.

MOZAMBIQUE

Bulletin 69/70
Inquiry for asbestos. E.S.B. 7297/70/J.

NETHERLANDS

Bulletin 67/70
Inquiry for vehicles and spares. E.S.B. 8610/70/J.
Inquiry for bulldozers; hydraulic excavators. E.S.B. 9275/70/J.

Bulletin 70/70
Inquiry for steel tubing. E.S.B. 9817/70/J.
Agency inquiry for car wheels. E.S.B. 8905/70/J.
Agency inquiry for women's coats; knitted outerwear. E.S.B. 9593/70/J.

NEW ZEALAND

Bulletin 68/70
Agency inquiry for air guns; hand tools; link chain; lubricators; machine tools; measuring instruments; skiing equipment; transmission chain. E.S.B. 8291/70/J.

Bulletin 70/70
Inquiry for electricians' pocket knives; electricity meters; impulse counters; marine combustion engines; photo cells; power tools. E.S.B. 8910/70/J.

NIGERIA

Bulletin 71/70
Inquiry for CO_2 manufacturing plant. E.S.B. 8817/70/J.

NORWAY

Bulletin 68/70
Agency inquiry for air and water purification equipment. E.S.B. 9384/70/J.
Inquiry for locomotives. E.S.B. 9314/70/J.

Bulletin 70/70
Inquiry for cylinders. E.S.B. 10465/70/J.

Bulletin 71/70
Agency inquiry for fabrics. E.S.B. 901/70/J.
Agency inquiry for vending machines. E.S.B. 48135/69/J.

PAKISTAN

Bulletin 67/70
Inquiry for textile machinery. E.S.B. 8847/70/J.

Bulletin 69/70
Inquiry for drilling and pile driving equipment. E.S.B. 9632/70/J.

Bulletin 70/70
Inquiry for films. E.S.B. 8404/70/J.

PERU

Bulletin 70/70
Agency inquiry for water pumps. E.S.B. 9802/70/J.

PHILIPPINES, REPUBLIC OF

Bulletin 69/70
*Ts. Inquiry for machine tools; steel; workshop equipment. E.S.B. 8346/70/J.
Manufacture under licence/source of supply – hacksaw manufacturing machinery; steel. E.S.B. 9779/70/J.

PUERTO RICO

Bulletin 67/70
Inquiry for hand tools. E.S.B. 9527/70/J.

QATAR

Bulletin 68/70
Inquiry for contractors' plant. E.S.B. 4837/70/J.

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ESTABLISHED 1860

Bulletin 69/70
Inquiry for bicycles; building materials; carpenters' tools; chair covering material; mattresses; plastic foam. E.S.B. 9986/70/J.

Bulletin 70/70
Inquiry for contractors' plant; municipal cleansers. E.S.B. 51074/69/J.
Inquiry for meat canning plant. E.S.B. 6175/70/J.

ST. KITTS

Bulletin 67/70
Inquiry for chickens and chicken portions. E.S.B. 40302/69/J.

ST. KITTS, NEVIS, ANGUILLA

Bulletin 71/70
Agency inquiry for concrete processing machinery; domestic hardware; fire equipment; garden equipment; furniture; hotel furnishings; office furniture; prefabricated buildings; pumps. E.S.B. 5987/70/J.

SAUDI ARABIA

Bulletin 67/70
Inquiry for plastic bag making machinery. E.S.B. 9688/70/J.

SIERRA LEONE

Bulletin 70/70
Inquiry for clothing. E.S.B. 9766/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 69/70
Agency inquiry for vacuum flasks. E.S.B. 9883/70/J.

Bulletin 71/70
Agency inquiry for antenna systems; capacitors; condensers; loudspeakers; resistors; semiconductors; thermionic valves. E.S.B. 50281/69/J.

SOUTH AFRICA

Bulletin 67/70
Agency inquiry for piece-goods. E.S.B. 11826/69/J.
Inquiry for chamois leathers. E.S.B. 9043/70/J.

Bulletin 68/70
Agency inquiry for thrust boring machines; turbines; windscreen wipers. E.S.B. 9517/70/J.

Bulletin 71/70
Agency inquiry for batteries; electrical machinery. E.S.B. 9943/70/J.

SOUTHERN YEMEN, REPUBLIC OF

Bulletin 68/70
Inquiry for cardboard cartons; polythene wrappings. E.S.B. 9781/69/J.

SPAIN

Bulletin 67/70
Inquiry for polyester resins. E.S.B. 9375/70/J.
Inquiry for oil cakes. E.S.B. 9614/70/J.
Manufacture under licence/source of supply – electronic control apparatus. E.S.B. 3616/70/J.

Bulletin 68/70
Inquiry for women's fashions; coats; suits; rainwear. E.S.B. 2266/70/J.

Bulletin 69/70
4s. Inquiry for metal working machinery. E.S.B. 9051/69/J.

Bulletin 70/70
Distribution/manufacture under licence – lanterns. E.S.B. 9213/70/J.

Bulletin 71/70
Manufacture under licence – pressure vessels and allied items. E.S.B. 9191/70/J.

SUDAN

Bulletin 69/70
Inquiry for shoe sample cases. E.S.B. 9609/70/J.

Bulletin 69/70
Inquiry for glass fibre; polystyrene sheet. E.S.B. 9703/70/J.

Mr. C. Lawrence, group commercial director of British Industrial Plastics Ltd., Oldbury, (standing) and Mr. T. Salopek, president of Kemijski Kombinat, Zagreb, after signing the agreement under which the latter are licensed to manufacture BIP plastics moulding powder in Yugoslavia.

SWAZILAND

Bulletin 71/70
Inquiry for bolts and nuts; gum boots. E.S.B. 9767/70/J.

SWEDEN

Bulletin 67/70
Agency inquiry for accessories for the technical industry (water, steam, heating, petro-chemical, marine and food industry). E.S.B. 52221/69/J.

Bulletin 67/70
Agency inquiry for imitation leather. E.S.B. 50238/69/J.

SWITZERLAND

Bulletin 67/70
Inquiry for artificial straw. E.S.B. 7369/70/J.
*2s. Inquiry for nuts and bolts; wood screws. E.S.B. 9579/70/J.

Bulletin 68/70
Agency inquiry for decorators' requisites; fabrics; interlinings; needles; piece-goods; thread. E.S.B. 8228/70/J.

Bulletin 69/70
Agency inquiry for do-it-yourself items. E.S.B. 28690/69/J.

Bulletin 70/70
Agency inquiry for knitted fabrics. E.S.B. 39194/69/J.

SWITZERLAND/UNITED STATES OF AMERICA

Bulletin 70/70
Inquiry for biscuits. E.S.B. 7812/70/J.

TAIWAN

Bulletin 69/70
Agency inquiry for steel sheet; steel tube. E.S.B. 8945/70/J.

THAILAND

Bulletin 68/70
Agency inquiry for insulating foil laminates; thermal insulation roof boards; vinyl tiles and wall covering. E.S.B. 39034/69/J.

TOGO

Bulletin 69/70
Agency inquiry for building materials and supplies; paint. E.S.B. 8058/70/J.

TURKEY

Bulletin 70/70
Inquiry for ingot lead. E.S.B. 9541/70/J.

UGANDA

Bulletin 68/70
Agency inquiry for adding machines; display boards; filing cabinets and pockets; stationery cabinets; typewriters. E.S.B. 8991/70/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 71/70
*1s. Inquiry for electric furnace; electromagnets; moulds; presses; pumps; spray drier. E.S.B. 10001/70/J.

UNITED STATES OF AMERICA

Bulletin 67/70
Inquiry for fishing tackle. E.S.B. 5818/70/J.
Inquiry for end-mills. E.S.B. 8884/70/J.
4s. Inquiry for cast iron equalizers; nuts. E.S.B. 14824/69/J.

Bulletin 68/70
Inquiry for educational toys and teaching aids. E.S.B. 9773/70/J.
Inquiry for steel. E.S.B. 13386/69/J.

Bulletin 69/70
Inquiry for screw machine parts for consumer electronic industry. E.S.B. 10326/70/J.
Agency inquiry for machine tools; plastics working machinery. E.S.B. 9071/70/J.
Manufacture under licence in Britain – briquetting presses. E.S.B. 6191/70/J.

Bulletin 68/70
Agency inquiry for hand tools. E.S.B. 8975/70/J.

Bulletin 69/70
Agency inquiry for gear shaping cutters. E.S.B. 9048/70/J.
Agency inquiry for acoustical material; office equipment. E.S.B. 10418/70/J.

Bulletin 70/70
Agency inquiry for anchors and anchor chains; wire rope. E.S.B. 2837/70/J.
Agency inquiry for needles and spare parts for sewing and book binding machines. E.S.B. 9032/70/J.

Bulletin 71/70
Inquiry for leather goods; men's jewellery; costume jewellery; silver-plated holloware. E.S.B. 9860/70/J.

YUGOSLAVIA

Bulletin 71/70
Inquiry for clothing; fancy goods; sporting equipment; toys. E.S.B. 9610/70/J.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in this issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of the Supplement to this issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4* (Tel. 01-248 5757).

OUTWARD MISSIONS

Visit to Caribbean and Finland

Two further trade missions sponsored by the Birmingham Chamber of Commerce and Industry set out recently for markets 7,000 miles apart and with very different climates, cultures and commercial complexities.

Led by Mr. Roy Dorken, chairman of the Chamber's Latin America and West Indies Section, a 17-man team headed for the Caribbean, with plans for a working period of one week each in Jamaica, Puerto Rico and Trinidad. Birmingham missions have previously visited Commonwealth markets in the West Indies, but this will be the first time that Puerto Rico has been visited. Business interests represented on this mission include sporting ammunition, jewellery, civil engineering consultancy services, gas cookers and top quality suitings.

The second mission represents the Birmingham Chamber's contribution to the 'Meet the Finn' British export drive in Finland. Despite zero temperatures in that market at this time of the year, a thorough advance planning of the mission programme – as a result of co-ordination between the BNEC, the Board of Trade, the British Embassy in Helsinki and the Chamber – ensured a welcome of tropical warmth for this 20-strong mission led by Mr. Kirk Korn, export chief of a well-known Midlands manufacturer and a regular visitor to Scandinavia.

BNEC Caribbean's busy programme

A BUSY PROGRAMME ahead has been planned for BNEC Caribbean, including a study of warehousing in the Caribbean, an action conference on Caribbean market opportunities, and a BNEC survey mission to the area. In addition, in July a HOPBEG (Hotel and Public Buildings Equipment Group) mission of 20 British hotel equipment suppliers will discuss with hotel developers and architects the United Kingdom products available for the hotel industry that is developing so rapidly in the Caribbean.

The study of warehousing possibilities is designed to produce methods of competing with the speedy American supply service from Miami. Ten British firms are currently using the Colon Free Zone in Panama as a warehousing base and the Board of Trade would like to see more companies making use of this facility.

What is needed, says BNEC Caribbean, is a warehouse base in the Caribbean that would retain the advantage of Imperial Preference and permit fast local distribution of British merchandise brought across the Atlantic by sea or air. The proposed survey would consider the best location for such a warehouse, the most suitable products and the cost of establishing and maintaining the operation on a commercial basis.

Despite the competition from Japan, the United States and Canada, Britain's share of total imports in the main Caribbean market areas went up to 29 per cent in 1968, compared with 28 per cent in 1967, thus reversing the situation of the previous five years and stemming the downward slide.

A BNEC one-day action Caribbean conference is scheduled in London in the autumn and will be followed by a BNEC fact-finding mission to the area.

Scandinavian success

A SELLING MISSION of small and medium-sized garment manufacturers to Finland, Sweden and Norway, organized by the Manchester Chamber of Commerce, returned recently with healthy order books.

Orders booked by the mission in Finland totalled £11,000, with an estimated further £26,000 worth of business likely to follow.

The mission visited Stockholm and Gothenburg and, although instant success in the tough Swedish market is nearly impossible, firm orders totalling more than £10,000 were booked, with the possibility of a further £81,000 worth of business to follow.

Norwegian buyers responded with enthusiasm to the goods offered and business valued at £7,215 was secured, with inquiries likely to lead to a further £36,000 worth of business.

Mission members returned feeling that they had achieved all their objectives, with more than £28,215 in firm orders and the prospect of a further £143,000 to come.

Members of the Helsinki underground railway delegation who have been visiting Britain, seen with Mr. Derek C. Smith (fourth from left), Assistant Secretary, Overseas Projects Group, Board of Trade.

Off on a 3,000-mile sales drive across Europe is Jeyes marketing executive, Mr. Toni Bachle (right) being sent on his way by Mr. David Pinney, managing director, Jeyes Overseas Ltd. During a week-long Continental tour Mr. Bachle visited Jeyes agents in Brussels, Bochum Basle. High on his list of priorities were discussions aimed at increasing Jeyes' share of the highly-competitive household products in Belgium, the Federal Republic of Germany and Switzerland. In addition to a car-load of Jeyes products already being successfully marketed in Europe, Swiss-born Mr. Bachle took samples of 'Freshbin' dust-and-pedal bin powder—a completely new product to Continental shoppers presented in a new 'international' pack printed in German, French and Spanish.

INWARD MISSION

Seeking British products

ELEVEN Ontario businessmen are to search Britain and other European countries for a wide range of new products, as well as techniques and processes, to manufacture in Canada under licence.

Organized by the Ontario Department of Trade and Development, the product prospecting mission arrives in Britain from Toronto on May 30 and during their week-long stay here will visit trade exhibitions and selected plants.

The mission members, all top company executives, will be looking for products ranging from material-handling equipment, pharmaceuticals and biologicals for human and veterinary use to metal-working items, plastic seats, toys, novelties, hardware and protective clothing.

The trade and industry division at Ontario House, 13 Charles II Street, London, S.W.1, is preparing the United Kingdom itinerary and handling inquiries from interested British manufacturers.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Pocket paging system for Russia

The USSR has chosen a British pocket paging system with two-way speech facilities to cover the vast Baku oil refinery. The contract, worth more than £8,000, has been awarded to Multitone Electric Co. Ltd., London. The system will involve 100 receivers and 100 talk-back transmitters.

The company has installed, or is in the process of installing, systems in 25 establishments in the USSR, covering various sectors of industry as well as hospitals.

Trailer kits for Kenya

Four of the latest Highway 75 30-ton GTW flat-platform semi-trailers are being shipped to Burns & Blane Ltd., Nairobi, in CKD form for local assembly under licence.

Mr. Frank Saville, general marketing manager, Highway Trailers (GB) Ltd., Southampton, reports that a franchise agreement had been effected with the company last year, since when the market for articulated vehicles in Kenya had opened up considerably.

Flight data recorders for Canada

Air Canada have specified Aircraft Supplies' digital flight data recorders for use in their recently ordered Boeing 747 'Jumbo' Jet fleet and their Lockheed 1011 Tristar aircraft. The order, obtained in the face of keen competition from both sides of the Atlantic, was negotiated by Aircraft Supplies Ltd. from their headquarters in Bournemouth, in co-operation with their wholly owned subsidiary company, Brocair Systems Ltd., Brockville, Ontario, Canada.

The recorders have been designed to meet stringent international requirements of survivability and accuracy – ARINC 573, Mark II and Board of Trade proposals for digital flight data recorders have been met.

£30,000 orders from Holland and Italy

The turbine division of Greenwood & Batley Ltd., Leeds, has made its first direct sales to Holland and Italy. The orders, valued at more than £30,000, are for three turbines for Royal Dutch Engineering for installation in the Dow Chemicals plant at Terneuzen; and for a turbo-alternator and control panel for Compagna Tecnica Industrie Petroli of Rome for installation in BP Italiana's Volpiano refinery.

Turkey breeding stock for Yugoslavia

A £100,000 order for the supply of turkey breeding stock has been placed with Bernard Matthews Ltd., Great Witchingham, Norfolk, by the PPK Pazin state turkey farm in Yugoslavia. The contract, for a three-year period, calls for the supply of breeding stock and, initially in 1970, about 400,000 hatching eggs to be supplied before the delivery of breeding stock (day-old turkey chicks) begins.

Mine-roof supports for United States

Gullick Dobson (Export) Ltd., the Wigan-based mining equipment company of the Dobson Park Industries Group, have won another order from the United States worth more than £250,000. This is for an installation of Gullick Dobson mine-roof supports at the Jones & Laughlin Steel Corporation's Gateway mine in Clarkesville, Pennsylvania. Delivery is scheduled for June. Gullick Dobson already have 14 installations operating in North American coalmines.

£685,000 orders for vehicles

Orders worth £685,000 for 650 Vauxhall cars and Bedford commercial vehicles were placed with Vauxhall Motors recently by the General Automobile Co., Iraq's state vehicle importation agency. The car order calls for 50 Vivas, 270 Victors, 20 Victor estate cars and 100 Crestas, together worth £350,000. This follows Iraq's biggest British car order, won by Vauxhall last year and valued at over £500,000.

Bedford commercial vehicles ordered are special-bodied units, with the exception of four J2 chassis/cabs. Special bodies specified include pick-ups, box vans, cesspit emptiers, fire appliances, bitumen sprayers, hydraulic platforms and tippers. Total value of the 211 Bedford units is £335,000.

£50,000 Czech order for needles

The needles division of The Torrington Co. Ltd., Coventry, has received a £50,000 order from the Czechoslovakian official buying agency for latch knitting machine needles to be used in the production of stockings and tights. The order was won against strong foreign competition.

£25,000 paint order from Dubai

A £25,000 order for nearly 15,000 galls. of gloss and emulsion decorative paints has been gained from Dubai by Carson Paripan Ltd., member of the Bestobell group. This order is the first of a number expected to follow a recent sales tour in the Middle East by Carson Paripan's export sales department.

£186,000 Australian contract

Mitchell Cotts Construction Pty. Ltd., a member of the Mitchell Cotts group in Australia, has been awarded a contract by Broken Hill Pty. Ltd. for the supply of heavy media separation plant. The plant, for the separation of manganese ore, is to be installed at Groote Eylandt, off the Northern Territory. Valued at $A400,000 (£186,000), delivery is scheduled for November.

This contract is the latest in a series of successful tenders by this Melbourne company of the London-based Mitchell Cotts group since its formation 18 months ago.

Fire protection for container ships

The Distillers Co. (Carbon Dioxide) Ltd. have been awarded a contract for the design, supply and commissioning of low-pressure bulk CO_2 storage plants by Howaldtswerke-Deutsche Werft of Hamburg and Kiel. The units are to be used for fire protection of five container ships building for Overseas Containers Ltd. to serve the Europe-Far East route.

£5 million coke oven for France

Gibbons Brothers Ltd., Brierley Hill, Staffs., a subsidiary of Wellington Tube Holdings Ltd., have won a contract worth more than £5 million for the supply of two batteries of Gibbons Wilputte coke ovens for a steelworks at Dunkirk. The first battery is due to go into production in July 1972 and the second in April 1973. When completed they will be among the largest coke oven plants so far constructed in Europe.

Mr. Brahm Vasudeva, managing director of the company which, by arrangement with Ekco-Hawkins Ltd., manufactures and markets Hawkins' Universal pressure cookers in India, pictured discussing their merits with Mr. D. C. Judge, works manager (left), and Mr. W. H. Perkins, export manager, at the Hastings factory recently. Mr. Vasudeva's company is responsible for the sale of 100,000 of these cookers a year.

Senior engineers from the Dutch firm of Vihamij NV receiving instruction from Mr. P. A. Wheeler (product manager) in the workings of the Hydro/constant variable speed pumping system during an intensive training course at the plant of Varley FMC Ltd., Brentford, Middlesex. Vihamij NV are the exclusive distributors for Hydro/constant variable speed pumping systems.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulation and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Official des Communautés Européens.*

The French text of the Regulation and Decision may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel: 01- 248 5757, Ext. 7174).

CEREALS AND RICE

Regulation (CEE) No. 638/70 modifies **Regulation (CEE) No. 473/67** relating to import and export certificates for cereals processed products with a cereals base, rice broken rice and processed products with a rice base (*Journal Official* No. L78 dated April 8, 1970).

MILK AND MILK PRODUCTS

Decision No. 70/228/CEE relates to the disposal of butter to certain categories of consumers benefiting from social assistance (*Journal Official* No. L77 dated April 7, 1970).

Harmonization of legislation—motor vehicles

THE *Journal Official des Communautés Européenes* No. L76 dated April 6, 1970 contains the texts of three Directives as follows:

Directive No. 70/220/CEE concerns the harmonization of Member States legislation relating to measures to be taken against air pollution by gases coming from spark-ignition engines fitted to motor vehicles.

Directive No. 70/221/CEE concerns the harmonization of Member States legislation relating to motor fuel tanks and to rear protection devices for motor vehicles and their trailers.

Directive No. 70/222/CEE concerns the harmonization of Member States legislation relating to the location and setting of rear registration plates for motor vehicles and their trailers.

The texts of these Directives may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Imports from non-member countries

THE *Board of Trade Journal,* dated August 13, 1969 (page 451), contained details of goods which, under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a member state, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L77, dated April 7, 1970, contains the texts of Decisions No. 70/225/CEE and 70/226/CEE authorizing France to exclude from Community treatment the following goods originating in the following third countries:

Common Customs Tariff No.	Description of goods	Countries of origin	Period of exemption
Decision No. 70/225/CEE			
84.62	Ball, roller, or needle roller bearings	Bulgaria, Rumania, Czechoslovakia	Entry into force of a Common Market Regulation and not later than December 31, 1970
Decision No. 70/226/CEE			
69.07	Unglazed setts, flags and paving, hearth and wall tiles:		Entry into force of a Common Market Regulation and not later than December 31, 1970
A	Tiles and cubes for mosaics, the longest side of which does not exceed 5 cm.	Japan	
B II	Other, of other ceramic materials		
69.08	Glazed setts, flags and paving, hearth and wall tiles:		Entry into force of a Common Market Regulation and not later than December 31, 1970
A	Tiles and cubes for mosaics, the longest side of which does not exceed 5 cm.	Japan	
B II	Other ,of other ceramic materials		

The French texts of these Decisions may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Transport in the EEC

The *Journal Officiel des Communautés Européennes* No. C33, dated March 21, 1970, contained the text of a Proposed Regulation relating to the establishment of a common system for shuttle services effected by motor coach between member states.

It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

The French text of this proposed regulation may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

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SPAIN

Customs tariff duty reductions

IN THE *State Gazette* of April 1 the Spanish authorities announced the following duty reductions valid until June 30, 1970, on certain sub-headings of their Customs tariff:

Tariff Heading	Description	Transitory Duty	
		Existing Rate	Percentage Reduction
03.01-A	Fish, fresh (live or dead) chilled or frozen		
	Tunny and other tunas, frozen	6%	100
03.02-A	Cod	10%	100
07.05-B 1	Chick-peas	11·5%	100
07.05-B 2	Beans	9%	100
09.01-A	Coffee, not roasted	22·5%	100
12.01-B 3	Soya beans	2·5%	100
12.03-B 2	Sainfroin. lucerne, bent-grass, canary-grass, orchard-grass and fescue seeds	3·5%	100
12.03-B 3	Aubergine, onion, bean, melon and water melon seeds	3·5%	100
12.03-B 4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds	16%	100
12.03-B 5	Sugar-beet seeds	16%	100
16.03-A	Meat extracts and meat juices: In containers of more than 5 kg.	4·5%	100
18.01-A	Cocoa beans, raw	26·5%	100
18.01-B	Cocoa beans, roasted	35%	100
23.01-A	Flours and meals, of meat and offals; greaves	2%	100
23.01-B	Flours and meals of fish	2%	100
23.04-B	Oil-cake, etc., other	2%	100
25.03-C	Sulphur of all kinds, other than sublimed, sulphur, precipitated sulphur and colloidal sulphur: other	4%	100
Ex 27.04	Coke and semi-coke for steel manufactures only	12%	100
Ex 28.30-A 2	Calcium chloride only	19%	80
29.02-A 9	Vinyl chloride	26%	40
29.04-B 3	Other polyhydric alcohols and halogenated sulphonated, nitrated, nitrosated and mixed derivatives of such alcohols	13%	60
29.06-A 1	Phenol and its salts	16%	100
29.14-D	Acrylic and methacrylic acids, their salts and esters	25%	60
29.23-D 1	Glutamic acid and its salts	32·5%	50
29.30-A	Isocyanates	4·5%	100
Ex 38.11-B 2	Weedkillers, only, excepting chlorate and 2-4 dichlorophenoxy acetic acid derivatives	14%	100
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils	16%	50
41.01-A 1 a	Hides and skins, of oxen, cows, bulls and buffaloes: fresh salted, whole	1%	100
41.01-A 1 b	Hides and skins, of oxen, cows, bulls and buffaloes: butts, fresh salted	1%	100
41.01-A 1 c	Hides and skins, of oxen, cows, bulls and buffaloes: shoulders, bellies and pieces, fresh-salted	1%	100
41.01-A 1 d	Hides and skins, of oxen, cows, bulls and buffaloes: dry salted	1%	100
41.01-A 1 e	Hides and skins, of oxen, cows, bulls and buffaloes: dried	1%	100
41.01-A 2 a	Calfskins: fresh-salted, weighing not more than 16 kg. each	1%	100
41.01-A 2 b	Calfskins: dry-salted, weighing not more than 12 kg. each	1%	100
41.01-A 2 c	Calfskins: dried weighing not more than 8 kg. each	1%	100
41.01-A 4 a 1	Sheep and lamb skins: fresh salted, weighing more than 30 kg. per dozen, in the wool	7%	50
41.01-A 4 a 2	Sheep and lamb skins: other	1%	100
41.01-A 4 b	Sheep and lamb skins: fresh salted, weighing not more than 30 kg. per dozen	1%	100
41.01-A 4 c 1	Sheep and lamb skins: dry-salted, weighing more than 22 kg. per dozen in the wool	7%	60
41.01-A 4 c 2	Sheep and lamb skins: other	1%	100
41.01-A 4 d	Sheep and lamb skins: dry salted, weighing not more than 22 kg. per dozen	1%	100
41.01-A 4 e 1	Sheep and lamb skins: dried weighing more than 14 kg. per dozen in the wool	8%	50
41.01-A 4 e 2	Sheep and lamb skins: other	1%	100
41.01-A 4 f	Sheep and lamb skins: dried, weighing not more than 14 kg. per dozen	1%	100
41.01-A 5 a	Goat and kid skins: fresh salted weighing more than 75 kg. per hundred	1%	100
41.01-A 5 b	Goat and kid skins: fresh-salted weighing more than 50 but not more than 75 kg. per hundred	1%	100
41.01-A 5 c	Goat and kid skins: fresh salted weighing not more than 50 kg. per hundred	1%	100
41.01-A 5 d	Goat and kid skins: dry-salted, weighing more than 62·5 kg. per hundred	1%	100
41.01-A 5 e	Goat and kid skins: dry-salted, weighing more than 42 but not more than 62·5 kg. per hundred	1%	100
41.01-A 5 f	Goat and kid skins: dry-salted, weighing not more than 42 kg. per hundred	1%	100
41.01-A 5 g	Goat and kid skins: dried, weighing more than 50 kg. per hundred	1%	100
41.01-A 5 h	Goat and kid skins: dried, weighing more than 34 but not more than 50 kg. per hundred	1%	100
41.01-A 5 i	Goat and kid skins; dried, weighing not more than 34 kg. per hundred	1%	100
41.01-B 1	Hides and skins, limed or pickled: bovines (including buffalo) and equines	2%	50
41.01-B 2	Hides and skins, limed or picled: sheep and lambs (including dried cuirots)	2%	50
41.01-B 3	Hides and skins, limed or pickled: goats and kids (including dried cuirots)	2%	50
41.02-A 1	Bovine cattle leather not further worked than tanned: of bovines (weighing more than 9 kg. per whole hide or skin), buffalo and equines	10%	20
41.02-A 2	Bovine cattle leather not further worked than tanned: of bovines (weighing not more than 9 kg. per whole hide or skin)	10%	20
41.03-A 1	Sheep and lamb skin leather not further worked than tanned: vegetable-tanned	11·5%	70
41.03-A 2	Sheep and lamb skin leather not further worked than tanned: mineral-tanned	11·5%	70
41.04-A 1	Goat and kid skin leather not further worked than tanned: vegetable-tanned	11·5%	70
41.04-A 2	Goat and kid skin leather not further worked than tanned: mineral-tanned	11·5%	70
44.03-E	Wood in the rough, other	10·5%	2% *ad val.*
44.04-B	Wood roughly squared or half-squared, etc., other	10·5%	2% *ad val.*
51.01-A	Yarn of man-made fibres (continuous) not put up for retail sale: of synthetic fibres (continuous)	16%	40
53.01-A 1	Sheep's or lambs' wool not carded or combed: greasy wool with a washing loss of more than 30% by weight	9·5%	90
53.01-A 2	Sheep's or lambs' wool: greasy wool with a washing loss of more than 10% but not more than 30% by weight	12%	75
53.01-B	Sheep's or lambs' wool: washed or de-greased wool with a washing loss of 10% or less by weight	12%	75
53.01-C	Sheep's or lambs' wool: carbonized wool	13%	70
53.01-D	Sheep's or lambs' wool: dyed wool	15·5%	50
56.01-A 1	Synthetic fibres (discontinuous): of polyamides 6 and 66	15%	40
56·01-A 2	Synthetic fibres fibres (discontinuous): of polyester	15%	40
56.01-A 4	Synthetic fibres (discontinuous): other	15%	40
56.02-A 1	Continuous filament tow for the manufacture of man-made fibres (discontinuous) of synthetic fibres: of polyamides 6 and 66	14%	40
56.02-A 2	Continuous filament tow for the manufacture of man-made fibres (discontinuous) of synthetic fibres: of polyester	14%	40
56.02-A 4	Continuous filament tow for the manufacture of man-made fibres: other	14%	40
56.04-A 1	Synthetic fibres (discontinuous or waste): of polyamides 6 and 66	14%	40
56.04-A 2	Synthetic fibres (discontinuous or waste): of polyester	14%	40
56.04-A 4	Synthetic fibres (discontinuous or waste): other	14%	40
73.02-C	Ferro-alloys: ferro chromium	12·5%	100
73.02-F	Ferro-alloys: other	2%	100
Ex 73.15-B 2 b	Coils for re-rolling of stainless steel, only	12%	100
Ex 73.15-B 2 e	Hoop and strip, of stainless steel only	15%	80
Ex 73.15-B 2 f 3	Other sheets and plates, of stainless steel only	20%	70
75.05	Electro plating anodes, of nickel, wrought or unwrought, including those produced by electrolysis	4·5%	100
76.01-A 1	Unwrought aluminium: aluminium waste and scrap: unalloyed	15%	100
76.01-A 2	Unwrought aluminium; aluminium waste and scrap: alloyed	14%	100
Ex 78.01	Unwrought lead: excepting waste and scrap	3%	100
Chapter 84	Parts and spare parts for the manufacture of self-propelled harvesters and tractors only	(Various)	50
Ex 84.25-B	Threshers, only those forming part of self-propelled harvesters	10·5%	100
84-25-C 1 a	Combine harvester threshers: for cereals and seeds, self-propelled	20%	70
Ex 84.60	Moulding boxes for the manufacture of iron pipes (centrifugal cast-iron pipe), only	15%	80
Chapter 87	Parts and spare parts for the manufacture of self-propelled harvesters and tractors only	(Various)	50
87.01-B 1	Tractors (other than those falling within heading No. 87.07) track-laying with a cylinder capacity of 6,000 cc or less	23%	100
Ex 87.06	Parts and spare parts, for tractors only	33%	50

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Opening of global quotas

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants, and industrialists, against the following quotas. Applications against quotas Nos. 13, 14, 20, 21 and 22, should be presented from April 25 to May 25.

Quota Number	Goods	Value of licences for which applications are invited (Pesetas)
13	Varnishes, inks, pigments and similar preparations	21,175,000
14	Perfumery, toilet and cosmetic preparations	12,100,000
20	Polyvinyl chloride	18,150,000
21	Other polymerization and copolymerization products	33,275,000
22	Manufacturers of artificial plastic materials, of cellulose esters and of artificial resins	27,225,000

Customs tariff petrochemical products

NOTICE WAS given in the *Board of Trade Journal* of January 21, (page 192) of temporary amendments to the Spanish customs tariff, valid until March 31, on the following petrochemical products. The Spanish *State Gazette* of April 4, announced that the period of validity has been extended to June 30, 1970.

Tariff heading	Description	Duty
29.01-A 1	Butadiene	Nil
29..01-B 4	Ethylbenzene	9·5%
29.01-B 5	Styrene	Nil
29.04-B 2	Mono-propylene glycol	5·2%
29.08-D	Ethylene glycol	4·5%
29.08-G	Dipropylene-glycol	13%
29.09-B	Propylene oxide	13%
29.15-D 1	Dimethyl terephthalate	Nil
29.22-A 4	Hexamethylenediamine monomer adipate	Nil
29.27-B	Acrylonitrile (monomer)	Nil
29.35-G	Caprolactame	Nil
39.01-E 1	Hexamethylene-diamine adipate polymers	11·5%
39.01-E 2	Other polyamides	11·5%
39.01-G	Ethylene-glycol polyterephthalate	4·5%
39.01-H	Liquid products of polyaddition alkyds oxides (other than polyethylene-glycols) excluding polyaddition-polycondensation products	Nil
39.02-C 1	Styrene polymers and copolymers, in form of liquid, paste, blocks, lumps, powders, granules, flakes and similar bulk forms	23·5%
39.02-G 1	Acrylonitrile copolymers	Nil
39.02-H 1	Polyvinyl-butyral and polyvinyl-formal	Nil

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

FRANCE

Imports of fish from Britain under negotiated quotas

THE OPENING of the quota for imports into metropolitan France from the United Kingdom for 1970 was announced in the *Board of Trade Journal* of March 25, page 862. The French *Journal Officiel* of April 10 announced the opening of the last two of these quotas as follows:

Quota No.	Tariff No.	Products
1	03.01 B I a, b, c, d, e, f, g2, B II, a, I b	Fish, fresh, chilled or frozen: the amount of the quota now opened is half the annual quota for 1969. Import licence applications must be accompanied by a pro-forma invoice in duplicate, dated, issued by the British exporter, bearing the stamp and signature and specifying in full the types and qualities of the fish and the quantities.
2	03.02 B ex V	Fillets of smoked cod: the amount of the quota now opened is one quarter of the annual quota for 1969.

Import licence applications on Form AC, and accompanied by two pro-forma invoices made out by the foreign seller or his qualified representative, must reach the Direction generale des douanes et droits indirests (Division E), 8 due de la Tour-des-Dames, Paris 9e, not later than 11.30 a.m. on April 22, after which they will be examined simultaneously.

Applications for licences may include all types of fish in the above table under their respective headings. (For species of fish originating in and imported from all countries other than member countries of the EEC there are certain minimum price regulations, details of which were published in the *Board of Trade Journal* of February 10, 1970, page 410).

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

YUGOSLAVIA

Reduction of customs duty on ferrous metals

IT HAS been reported in the *Official Gazette* of the Socialist Federal Republic of Yugoslavia (No. 12 dated March 12, 1970) that lower customs rates for the import of ferrous metal products came into force on March 16, 1970, and a quota of 532,410 tons has been imposed for 1970.

Copies of the lists of goods affected may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

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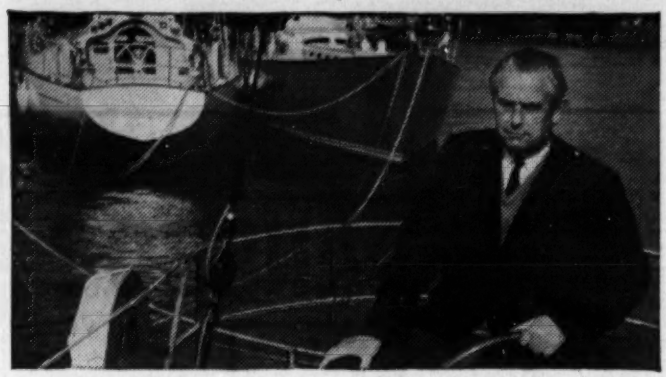

Yacht designer Mr. E. G. van de Stadt gets the feel of the wheel aboard 'Nogoli', the latest Gallant 53 built by Southern Ocean Shipyard Ltd., to his design, recently launched in Poole Harbour. 'Nogoli', purchased by an Italian businessman, will shortly leave for Monte Carlo. In the background are two other Gallants, the recently launched white-hulled 'Iscade' for a French buyer and the red-hulled 'Gallant of England', launched last year and based at Poole.

ITALY

Reduction of export rebates and import compensatory taxes

WITH REFERENCE to the notice on page 193 of the *Board of Trade Journal* of January 21 the Italian *Informazioni per il Commercio Estero* of March 30 published details of the new rates applicable to both the export rebate of the general turnover taxes and the corresponding compensatory taxes (charged on imports) with effect from April 1, 1970, as follows:

from 4.20 per cent to 4 per cent
from 4.50 per cent to 4 per cent
from 4.80 per cent to 4.50 per cent
from 5.40 per cent to 5 per cent
from 5.50 per cent to 5 per cent
from 6 per cent to 5.50 per cent
from 6.30 per cent to 5.50 per cent
from 6.60 per cent to 5.50 per cent
from 7 per cent to 6 per cent
from 7.20 per cent to 6.50 per cent
from 7.50 per cent to 6.50 per cent
from 7.80 per cent to 7 per cent

There are no reductions on existing rates of 4 per cent and under.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 7068, 7069), where the Italian text may be seen.

BAHRAIN

Trade statistics—new classification

THE TRADE statistics published by the Statistical Bureau of the Bahrain Department of Finance and National Economy for the third quarter of 1969 give a more detailed commodity classification than before. In place of the 64 items separateiy distinguished in earlier tables, some 400 items are now distinguished. The opportunity has also been taken of adopting the Standard International Trade Classification (revised).

Three tables are published. The first shows the weight and value of imports broken down by country of provenance and exports by country of destination; the second shows the weight and value of imports and exports (including re-exports) broken down into SITC two-figure divisions; the third breaks the second down to SITC four figure level.

It has not been possible at this stage to publish a list of commodities analysed by country of provenance or destination, because of its sheer bulk, but records are available at the Bureau and further details will be provided on request.

Copies of the published tables can be seen at the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4.

Inquiries about this notice should be addressed to Board of Trade, Statistics Division, Room D41, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 339).

ISRAEL

Orders of interest to United Kingdom exporters

THE BOARD OF TRADE have received copies of the following Israeli Orders:

1. Interest Law. An Order to fix the maximum rate of interest.
2. Trade Marks (New Version) 1970 – translated from the Law of Israel No. 25 of March 25.
3. Standards Law. An Order in respect of exemption from compliance with the requirements of an official standard.

These Orders are held by Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 0-248 5757, Ext. 420/475), to whom inquiries from British exporters should be addressed.

DAHOMEY

Mercurial values for 1970

DECREE No. 091/MEF/DD2/B1 of February 4, 1970, fixed the mercurial values on certain imported goods into Dahomey for 1970. The mercurial values on which import duties and taxes are calculated are as follows.

Tariff No.	Description	Unit	Mercurial Value (CFA Francs)
04 02 A	Concentrated milk (without sugar)		6,000
	Milk in liquid or semi-solid form	100 kg.	12,000
	Milk in solid form (powdered)		
02 B	Concentrated milk (with added sugar)		
	Milk in liquid or semi-solid form	100 kg.	7,000
	Powdered milk		
07 01 E 2	Potatoes, other	100 kg.	2,000
10 06	Rice and broken rice in sacks weighing 40 kg. or more	100 kg.	2,500
16 04 B b	Ordinary sardines, in ¼ club tins of 30 mm. or less depth	¼ kg. gross	125
Mercurial – not applicable when c.i.f. value is more than 125 francs per ¼ kg. gross			
19 03	Edible pastes	kg. Net	90
Mercurial – not applicable where the c.i.f. value is more than 90F per kg. net.			
25 23	Hydraulic cements, standard	1,000 kg.	400
	Portland cement		
	Other standard cements	100 kg.	450
27 10 A	Light oil products and the like		
10 A 1 A	Aviation spirit, 100 octanes or more in bulk	T Net	14,000
	Aviation spirit 100 octanes or more in drums	T	15,500
	Aviation spirit, 90 octanes in bulk	T Net	13,000
	Aviation spirit, 90 octanes, in drums	T	14,500
10 A 1 b	Other spirits – in bulk	T Net	9,500
	Other spirits – in drums	T	11,500
10 A 3	Refined oils (kerosene)		
	Refined oils in bulk	T Net	7,300
	Refined oils in drums	T	8,800
	Refined oils in casks and copper containers	T	9,500
10 B	Heavy oils and mixed products		
10 B 1	Gas-oil	T Net	7,000
10 B 2 & B 3	Domestic fuel oil and light fuel oil	T Net	6,500
	Heavy fuel oil	T Net	4,000
55 09 A 1 e	Printed cotton fabrics, African Fancy, Java, imitation Java, imitation Wax, Green, Ground and similar prints	Kg. Net	725
Mercurial – not applicable when c.i.f. value is more than 725 Francs per kilo net			
62 03 B	Sacks (single or double) imported, filled with salt	Kg. Net	30
	Sacks (single or double) imported, filled with products other than salt	Kg. Net	50
63 01 A and B	Clothing and clothing accessories, blankets, household linen and furnishing articles (other than those falling within Tariff Heading 58-01, 58-02 and 58-03) in textile fabrics footwear, and hair pieces in all materials, showing signs of usage, in bulk, packaging, sacks or similar	Kg. gross	50
02	Rags and dusters, string, ropes, used articles or scrap twine	Kg. gross	50
Mercurial – not applicable when c.i.f. value is more than 50 Francs per kilo gross			
73 23	Iron drums full of heavy oil products	100 kg. Net	300

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 288).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement to this issue.

UDEAC (THE CENTRAL AFRICAN CUSTOM AND ECONOMIC UNION)

Tariff reductions

ACT NO. 1/10 – UDEAC of January 27, 1970, announced the following modifications to the UDEAC – Gabon, Congo (Brazzaville), Central African Republic, Cameroon Tariff.

(a) A reduction of 75 per cent in the rates applicable to all pharmaceutical goods in Chapter 30.

(b) A reduction of 50 per cent in all rates applicable to all other products except the following to which the old rates still apply.

Tariff No.	Description
03.02.99	Other salted fish, presented otherwise
07.01.02	Onions and garlic
07.01.03	Potatoes
08.04.01	Fresh grapes
08.06.00	Apples and pears
08.07.00	Stone fruit, fresh
10.01.01	Hard wheat
10.06.11	Rice put up for retail sale
10.06.19	Whole grain rice – other
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified
16.02.90	Other preserved or prepared meat, other
17.01 to 17.05	Sugar and confectionery
19.03	Edible pastes
19.08	Pastry, cakes and fine bakers' wares
22.01 to 22.02	Beverages, spirits and vinegar
23.04	Animal fodder
24.02.04	Cigarettes
25.23	Hydraulic cements
32.09	Varnishes, pigments, paints, etc.
33.06	Perfumery, cosmetic and toilet preparations
34.01 and 34.02	Soaps and washing preparations
36.06	Matches
39.07	Articles in plastic Nos. 39.01 to 39.06 inclusive
Chapter 44	Wood and articles in wood
55.03 to 55.09 incl.	Cotton, cotton waste, threads and fabrics in cotton
59.01	Wadding and articles of wadding
Chapter 60	Knitted and crocheted goods
61	Clothing and clothing accessories
62	Other made-up textile articles
64.01 to 64.04 incl.	Footwear
73.38	Household articles in cast iron, iron and steel
85.15.01 to 85.15.31	Radiotelephonic, radiotelegraphic, radio-broadcasting and television transmission and reception apparatus
87.09 to 87.14 incl.	Motor cycles, autocycles, carts, wheelbarrows, invalid carriages and baby carriages, trailers, etc.
94.01 to 94.04	Furniture and movables

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 288).

ZAMBIA

Suspension of duties

THE ZAMBIA Customs and Excise (Suspension) (Amendment) (No. 4 and (No. 5) Regulations, 1970, amend, with effect from January 31, and March 31, 1970 respectively, the Schedule to the Customs and Excise (suspension) Regulations, 1970 (published in the *Board Board of Trade Journal* of February 25, page 560) to the following extent:

Amendment (No. 4)

Heading No.	Description of Goods	Effective Rate of Duty
	By the deletion of the following:	
Ex 73.18.10	Mild steel tubing, enamelled: welded or open seam, whether or not perforated (the outside diameter being confined to nominal sizes ⅛ inch and 3 inch and the thickness being confined to 0·030 inch to 0·120 inch inclusive), the ends being plain or screwed and additionally or alternatively fitted with any form of joint	Free
	and the substitution therefor of the following:	
Ex 73.18.10	Mild steel tubing, enamelled; welded or open seam, whether or not perforated (the outside diameter being confined to nominal sizes ⅛ inch and 3 inch and the thickness being confined to 0·30 inch to 0·120 inch inclusively), the ends being plain or screwed and additionally or alternatively fitted with any form of joint	Free

AMENDMENT (No. 5)

Heading No.	Description of Goods	Effective Rate of Duty
	By the deletion of the following:	
39.00.46	Rigid plastic piping and tubing of an internal diameter not exceeding 8 inches	Free
	and the substitution of the following:	
Ex 39.00.46	Rigid plastic piping and tubing of an internal diameter exceeding 1 inch but not exceeding 8 inches	Free

By the insertion of the following under the appropriate headings as indicated:

Heading No.	Description of Goods	Effective Rate of Duty
07.01.21	Onions	Free
07.01.22	Garlic	Free
07.01.31	Peas	Free
07.01.32	Beans	Free
07.01.41	Carrots	Free
07.01.42	Cabbages	Free
07.01.43	Cauliflower	Free
07.01.91	Gem squash	Free
07.01.92	Beetroot	Free
07.01.99	Other	Free
84.20.90	Other weighing machinery (excluding balances of a sensitivity of 5 cg or better), including weight-operated counting and checking machines	Free

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE FOLLOWING changes appeared in the South African *Government Gazette* of April 3.

AMENDMENT TO SCHEDULE 1.

Notice R.532: (1) Whereby specific provision, at a rate of duty of 10 per cent or 15 c. per sq. yard (General) and 10 per cent or 12c. per sq. yard (MFN) is made for certain fabrics of cellulosic fibres in a Jacquard weave or woven from yarns of different colours.

(2) Yarn of polyester fibre is excluded from the provision of sub-heading No. 56.05.50 and is now classifiable under sub-heading No. 56.05.90 at a rate of duty of 25 per cent (General) and 20 per cent (MFN).

Notice R.533: Whereby specific provision, for statistical purposes, is made for certain machine tools.

AMENDMENT TO SCHEDULE 3.

Notice R.535: Whereby provision is made, with restrospective effect from January 2, 1970, for a rebate not exceeding the MFN duty on yarn of combed sheep's or lamb's wool (worsted yarn), for weaving fabrics suitable for use as interlinings.

Notice R.534: (1) Provision is made for a rebate of the full duty on triethylenediamine, for the manufacture of foam plastic.

(2) Provision is made for a rebate of the full duty on polyvinyl chloride paste, for the manufacture of sheets suitable for use as floor covering.

(3) Provision is made for a rebate of the full duty on non-agglomerated metallic carbides mixed together or mixed with metallic binders for example, cobalt, for the manufacture of metallic carbide products.

(4) Provision is made for a rebate of the full duty on centre carrying bearings mounted in bracket housings, for the manufacture or completion of split type transmission (propeller) shafts.

Customs tariff application

CUSTOMS TARIFF Application List 506, published in the *Board of Trade Journal* of April 15, requests the provision of rebate facilities in respect of master batches containing polybutadiene styrene for the manufacture of vulcanized tyre tread strip, and polyamide film for the manufacture of electric motors and insulated electric cable and wire and not the withdrawal of such facilities as previously stated.

MALAYSIA

Incentives for the tourist and hotel industries

THE MALAYSIAN GOVERNMENT has announced that pioneer status will be granted to hotels built in Kuala Lumpur and Penang which are completed in time for the Pacific Area Travel Association Conference to be held in Kuala Lumpur in 1972.

(A previous announcement about incentives to the hotel industry appeared on page 1554 of the *Board of Trade Journal* of December 3, 1969.)

INDIA

Import trade control policy for 1970/71

THE GOVERNMENT of India announced their new import control policy for the financial year 1970-71 in New Delhi on March 31. The policy is designed to add further impetus to the existing policy of simultaneous export promotion and import substitution.

The main provisions include the following:

EXPORT PROMOTION

(a) Companies which export 25 per cent or more of their production will be given free foreign exchange privileges for their maintenance import requirements.
(b) Companies exporting 10 per cent or more of their production will continue to be allowed a measure of choice of their sources of supply of maintenance imports.
(c) All export-orientated firms will receive industrial licensing and import licensing privileges in respect of machinery.
(d) Certain of the present constraints on foreign collaborations will be relaxed in the case of export-orientated companies.
(e) Three industries have been added to the list of those 'priority' industries which are considered to have export potential, but firms in these industries will continue to lose import privileges if they fail to export 5 per cent of their production.
(f) Companies in the small scale sector which are not designated 'priority' industries will henceforth enjoy more liberal import policies.

IMPORT SUBSTITUTION

(g) Prohibition of imports of a further 159 items
(h) Reduction of 'established importers' quotas of 29 items
(i) Restriction of imports of a further 56 items
(j) Canalization of imports of a further 38 items through the State Trading Corporation and the Minerals and Metals Trading Corporation

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

AUSTRALIA

Dumping of continuous filament polyamide (nylon) raw yarn

A NOTICE WAS published in the *Board of Trade Journal* on November 3, 1967 to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on continuous filament polyamide (nylon) raw yarn (tariff items 51.01.993 and 51.01.994).

The inquiry has now been completed and as a result, dumping has been confirmed and dumping duties imposed retrospectively from November 2, 1967.

Consequent on the implementation of the recommendations in the Tariff Board Report on man-made fibres and yarn, tyre cord and tyre cord fabric, on and from April 7, 1970 the goods in question now fall within tariff items 51.01.4, 51.01.5 and 51.01.9 of the Australian Customs tariff.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 2131/67.

Tariff changes (1)

DETAILS ARE given below of changes made in the Australian Customs tariff by Customs Tariff proposals which came into effect on April 7, 1970, and are consequent upon the Tariff Board inquiries into: (1) **Man-made fibres and yarns, tyre cord and tyre cord fabric and** (2) **dumping of filament nylon raw yarn.**

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1969

Tariff Item	Goods	Rate of duty	
		General	Preferential
Omit item 5101, *insert* the following item:			
51.01	Yarn of continuous man-made fibres, not put up for retail sale:		
51.01.1	Yarn of viscose, being yarn having a strain not less than 3 grammes per denier	30%	20%
51.01.2	Yarn of viscose, being yarn having a breaking strain less than 3 grammes per denier; yarn (other than of viscose) of a kind used solely or principally for sewing; yarn (other than of viscose) for use in the production of yarn of a kind used solely or principally for sewing	7½%	Free
51.01.3	Yarn containing not less than 20% by weight of wool, not being yarn falling within a preceding sub-item	17½% and $0·083 per lb.	10% and $0·033 per lb.
51.01.4	Yarn of polyamide, that: (a) is not coarser than 40 denier count; (b) is entered for home consumption on or before June 30, 1971; and (c) does not fall within a preceding sub-item	20%, and, if the f.o.b. price per lb. is less than an amount ascertained by subracting from $1·55 the product of $0·02 and the number representing the denier count of the goods – an amount per lb. equal to the difference between the f.o.b. price per lb. and that first mentioned amount	10%, and, if the f.o.b. price per lb. is less than an amount ascertained by subtracting from $1·55 the product of $0·02 and the number representing the denier count of the goods – an amount per lb. equal to the difference between the f.o.b. price per lb. and that first mentioned amount
51.05.5	Yarn of polyamide, that: (a) is not coarser than 340 denier count; (b) is entered for home consumption on or before June 30, 1971; and (c) does not fall within a preceding sub-item	20%, and, if the f.o.b. price per lb. is less than an amount ascertained by subtracting from $0·85 the product of $0·0025 and the number representing the denier count of the goods – an amount per lb. equal to the difference between the f.o.b. price per lb. and that first mentioned amount	10%, and, is the f.o.b. price per lb. is less than an amount ascertained by subtractingfrom $0·85 the product of $0·0025 and the number representing the denier count of the goods – an amount per lb. equal to the difference between the f.o.b. price per lb. and that first mentioned amount
51.01.9	Other yarn or yarn of other materials	20%	10%
Omit item 51.03, *insert* the following item:			
51.03	Yarn of continuous man-made fibres, put up for retail sale:		
51.03.1	Yarn of viscose, being yarn having a breaking strain not less than 3 grammes per denier	30%	20%
51.03.2	Yarn of viscose, being yarn having a breaking strain less than 3 grammes per denier; yarn (other than of viscose) of a kind used solely or principally for sewing; yarn (other than of viscose) for use in the production of yarn of a kind used solely or principally for sewing	7½%	Free
51.03.3	Yarn containing not less than 20% by weight of wool, not being yarn falling within a preceding sub-item	17½% and $0·083 per lb.	10% and $0·033 per lb.
51.03.4	Yarn of polyamide, that: (a) is not coarser than 40 denier count (b) is entered for home consumption on or before June 30, 1971; and (c) does not fall within a preceding sub-item	20%, and, if the f.o.b. price per lb. is less than an amount ascertained by subtracting from $1·55 the product of $0·02 and the number representing the denier count of the goods – an amount per lb. equal to the difference between the f.o.b. price per lb. and that first mentioned amount	10%, and, if the f.o.b. price per lb. is less than an amount ascertained by subtracting from $1·55 the product of $0·02 and the number representing the denier count of the goods – an amount per lb. equal to the difference between the f.o.b. price per lb. and that first mentioned amount
51.03.5	Yarn of polyamide, that: (a) is not coarser than 340 denier count; (b) is entered for home consumption on or before June 30, 1971; and (c) does not fall within a preceding sub-item	20%, and, if the f.o.b. price per lb. is less	10%, and, if the f.o.b. price per lb. is less

Tariff Item	Goods	Rate of duty	
		General	Preferential
		than an amount, ascertained by subtracting from $0·85 the product of $0·0025 and the number representing the denier count of the goods – an amount per lb. equal to the difference between the f.o.b. price per lb. and that first mentioned amount	than an amount, ascertained by subtracting from $0·85 the product of $0·0025 and the number representing the denier count of the goods – an amount per lb. equal to the difference between the f.o.b. price per lb. and that first mentioned amount
51.03.9	Other yarn or yarn of other materials	20%	10%
Omit paragraph 51.04.21, *insert* the following paragraphs:			
51.04.21	Tyre cord fabrics of viscose	50%	50%, less $0·025 per lb.
51.04.22	Tyre cord fabrics of man-made fibres other than viscose	20%	20%, less $0·025 per lb.
Omit paragraph 55.09.12, *insert* the following paragraph:			
55.09.12	Tyre cord fabrics	20%	10%
Omit items 56.01 and 56.02, *insert* the following items:			
56.01	Discontinuous man-made fibres, not carded, combed or otherwise prepared for spinning:		
56.01.01	Cellulose or casein based fibres	7½%	Free
56.01.2	Polyamide fibre	10%	10%
56.01.9	Other man-made fibres	Free	Free
56.02	Continuous filament tow:		
56.02.1	Of polyamide	10%	10%
56.02.9	Of other man-made fibres	Free	Free
Omit items 56.04.05 and 56.06, *insert* the following items:			
56.04	Man-made fibres (whether discontinuous or waste) carded, combed or otherwise prepared for spinning	20%	10%
56.05	Yarn of man-made fibres (whether discontinuous or waste), not put up for retail sale:		
56.05.1	Yarn of a kind used solely or principally for sewing; yarn for use in the production of yarn of a kind used solely or principally for sewing; yarn, single or multiple (or cabled), in which each or every ply is finer than No. 60 count, calculated on the cotton count system, not containing wool or containing less than 20% by weight of wool	7½%	Free
56.05.2	Yarn containing not less than 20% by weight of wool, not being yarn falling within a preceding sub-item	17½% and $0·083 per lb.	To and including December 31, 1970 – 14½% and $0·063 per lb From and including January 1, 1971, to and including December 31, 1971 – 16%, and $0·073 per lb. From and including January 1, 1972 – 17½% and $0·083 per lb
56.05.3	Yarn, wholly of, or containing not less than 50% by weight of acrylic fibres, calculated by reference to the weight of man-made fibres in the yarn, not being yarn falling within a preceding sub-item	20%	20%
56.05.9	Other yarn or yarn of other materials	20%	10%
56.06	Yarn of man-made fibres (whether discontinous or waste), put up for retail sale:		
56.06.1	Yarn of a kind used solely or principally for sewing; yarn for use in the production of yarn of a kind used solely or principally for sewing; yarn, single or multiple (or cabled), in which each or every ply is finer than No. 60 count, calculated on the cotton count system, not containing wool or containing less than 20% by weight of wool	7½%	Free
56.06.2	Yarn containing not less than 20% by weight of wool not being yarn falling within a preceding sub-item	17½% and $0·083 per lb.	10% and $0·033 per lb.
56.06.9	Other yarn or yarn of other materials	20%	10%
Omit item 59.04, *insert* the following item:			
59.04	Twine, cordage, ropes and cables, plaited or not:		
59.04.1	Reaper and binder twine being an oiled single ply twine composed of sisal or manila fibres and having a running length of not less than 400 and not more than 600 ft. per lb.	17½%	10%
59.04.2	Of cotton	40%	25%
59.04.3	Of man-made fibres	To and including December 31, 1970 – 50% From and including January 1, 1971 – 40%	25%
59.04.9	Other	30%	10%
After sub-item 59.11.1, *insert* the following sub-item:			
59.11.2	Tyre cord fabrics	The rate of duty set out in this column that would apply to the goods if they were not rubberized	The rate of duty set out in this column that would apply to the goods if they were not rubberized

Tariff changes (2)

DETAILS ARE given below of changes made in the Australian Customs tariff by Customs Tariff proposals which came into effect on April 9, 1970, and include those consequent upon the Tariff Board inquiry into: **gelatin and animal glues.**

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-69

Tariff Item	Goods	Rates of duty	
		General	Preferential
After Note 4 to Chapter 27 *insert* the following Notes:			
	5. In sub-item 27.10.2 'diesel fuel' means oil of a kind used or capable of use as fuel in diesel-engined road vehicles designed solely or principally for transporting persons, animals, goods or materials by road.		
	6. (1) In sub-item 27.10.2 'power kerosene' means a distillate of any oil of a kind that is used as fuel in spark ignition piston engines and complies with the following tests: (a) Burning test: Does not burn with a bright luminous, non-smoky, steady flame for 1 hour when burnt in an ordinary wick lamp designed to burn lighting kerosene. (b) Distillation test: (i) Not less than 10 per cent by volume shall distil up to and including 160°C. (ii) Not more than 94 per cent by volume shall distil up to and including 210°C. (iii) Not less than 95 per cent by volume shall distil up to and including 245°C. (2) For the purposes of the last preceding sub-note the Standard methods for distillation of petroleum products boiling below 370°C, published by the Institute of Petroleum, London, U.K., and current at the date of importation of the goods, or such other method as may be approved by the Minister, shall be used for the Distillation test.		
Omit sub-item 27.09.9, *insert* the following sub-item:			
27.09.9	Other	$0·02 per gal.	$0·02 per gal.
Omit paragraph 27.10.19, *insert* the following paragraph:			
27.10.19	Other	$0·05 per gal.	$0·05 per gal.
Omit sub-item 27.10.2, *insert* the following sub-item:			
27.10.2	Diesel fuel:		
27.10.21	As prescribed by by-law for the purpose of this paragraph	Free	Free
27.10.22	As prescribed by by-law for the purposes of this paragraph; power kerosene	$0·05 per gal.	$0·05 per gal.
27.10.23	Kerosene for use as fuel for propulsion purposes in aircraft		
27.10.231	As prescribed by by-law	$0·079 per gal.	$0·079 per gal.
27.10.239	Other	$0·129 per gal.	$0·129 per gal.
27.10.29	Other:		
27.10.291	As prescribed by by-law	$0·125 per gal.	$0·125 per gal.
27.10.299	Other	$0·175 per gal.	$0·175 per gal.
Omit sub-paragraph 27.10.499, *insert* the following sub-paragraphs:			
27.10.494	For use as fuel for propulsion purposes in aircraft	$0·1707 per gal.	$0·1707 per gal.
27.10.499	Other	$0·198 per gal.	$0·198 per gal.
In sub-item 29.22.1 omit 'N-isopropyl-p-phenylenediamine; N-phenyl-p-phenylenediamine.' *insert* N-isopropyl-N-phenyl-p-phenylendiame.			
Omit sub-item 35.03.1, *insert* the following sub-item:			
35.03.1	Gelatin	35% or, if higher, $0·15 per lb.	25% or, if higher, $0·10 per lb.
Omit paragraph 35.03.31, *insert* the following paragraph:			
35.03.21	Dry	35% or, if higher, $0·06 per lb.	25% or, if higher, $0·04 per lb.
Omit paragraph 35.06.11, *insert* the following paragraph:			
35.06.11	Dry	35% or, if higher, $0·06 per lb.	25% or, if higher, $0·04 per lb.
In sub-item 40.05.1 after 'rubber' (second time occurring) *insert*, 'plates, sheets and strip of rubber or synthetic rubber (not being plates, sheets or strip of synthetic rubber of a kind specified in paragraph 40.05.92) laminated or covered otherwise than with rubber or synthetic rubber.'			
Omit item 49.05, *insert* the following item:			
49.05	Maps and hydrographic and similar charts of all kinds, including atlases, wall maps and topographical plans, printed, printed globes (terrestrial or celestial):		
49.05.1	Australian street directories, road guides and the like	57½% or, if higher, $0·137 per lb.	22½% or, if higher, $0·075 per lb.
49.05.9	Other	Free	Free
In sub-item 59.17.1, after 'Articles' *insert* 'textile fabrics of a kind specified in clause (d) of Note 5 to this Chapter.'			
Omit paragraph 60.01.91, *insert* the following paragraph:			
60.01.91	Net fabrics and fabrics resembling lace, wholly or partly of man-made fibres, not containing wool or containing less than 25% by weight of wool, not being fabrics suitable for apparel	30%	To and including December 31, 1970 – 30% less $0·009 per sq. yd.; or, if higher, 26% From and including January 1, 1971, to and including December 3, 1971 – 30% less $0·005 per sq. yd.; or, if higher 28% From and including January 1, 1972 30%
In sub-item 73.36.1 omit 'of a kind designed to be used,' *insert* 'of a kind ordinarily used.'			
In sub-item 85.15.1, after 'complete,' *insert* 'but not including crystal radios of a kind that in the opinion of the Minister, are not designed or intended to be used for conversion to transistor radios.'			
In sub-item 87.10.1 omit 'Of a kind used principally by children.' *insert* 'Being toys designed to be ridden by children.'			

(Continued on next page)

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AUSTRALIA, *continued*

In paragraph 90.17.92, omit 'Vibratory massagers, as prescribed by by-law; dental,' *insert* 'Dental.'
Omit sub-item 90.18.1.
Omit sub-item 92.06.1, *insert* the following sub-item:

92.06.1	Drums	40%	30%

Omit sub-item 92.10.3, *insert* the following sub-item:

92.10.3	Parts and accessories for drums	40%	30%

In paragraph 93.04.22, omit 'single shot 12-gauge shotguns, as prescribed by by-law.'

NEW ZEALAND

Emergency Protection Authority inquiry on pianos

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of pianos.

Details of the tariff item, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
92.01.01	No.	Free	14%	45%

The Emergency Protection Authority is required to report to the Minister by May 14, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address: 'Transtrade,' (Tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BANTZ.

Any British trade association, or firm, requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 826/69.

Emergency Protection Authority inquiry on flash lights and torches

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of flash lights and torches.

Details of the tariff item under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
New Zealand 85.10.03	Doz.	27½% Aul. 16½%	42½%	60%

The Emergency Protection Authority is required to report to the Minister by May 5, 1970.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Emergency Protection Authority will, no doubt, get in touch with their Agents, or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address: 'Transtrade,' (Tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association, or firm, requiring further details or proposing to submit evidence, is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 814/69.

Customs tariff changes

DETAILS ARE given below of changes in the New Zealand customs tariff which came into effect on January 1, 1970.

Chapter 59

Wadding and felt: twine, cordage, ropes and cables: special fabrics: impregnated and coated fabrics: textile articles of a kind suitable for industrial use

Tariff Item	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
59.02	Felt and articles of felt, whether or not impregnated or coated:				
	Containing sheep's or lambs wool or fine animal hair:				
	Floor rugs:				
59.02.11	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	..	10%
59.02.12	Other	..	27½% Aul 11%	..	37½%
	Other kinds:				
59.02.13	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	..	10%
59.02.14	Other	..	27½%	..	37½%
	Other kinds:				
59.02.15	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	..	10%
59.02.19	Other	..	27½%	..	37½%

The following items were revoked on January 1, 1970: 59.02.01 59.02.09.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Emergency Protection Authority report

COPIES OF the following New Zealand Emergency Protection Authority report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01- 7877, Ext. 2321).

Tariff Item	Description
90.13.01	Transparency Slide Viewers

JAMAICA

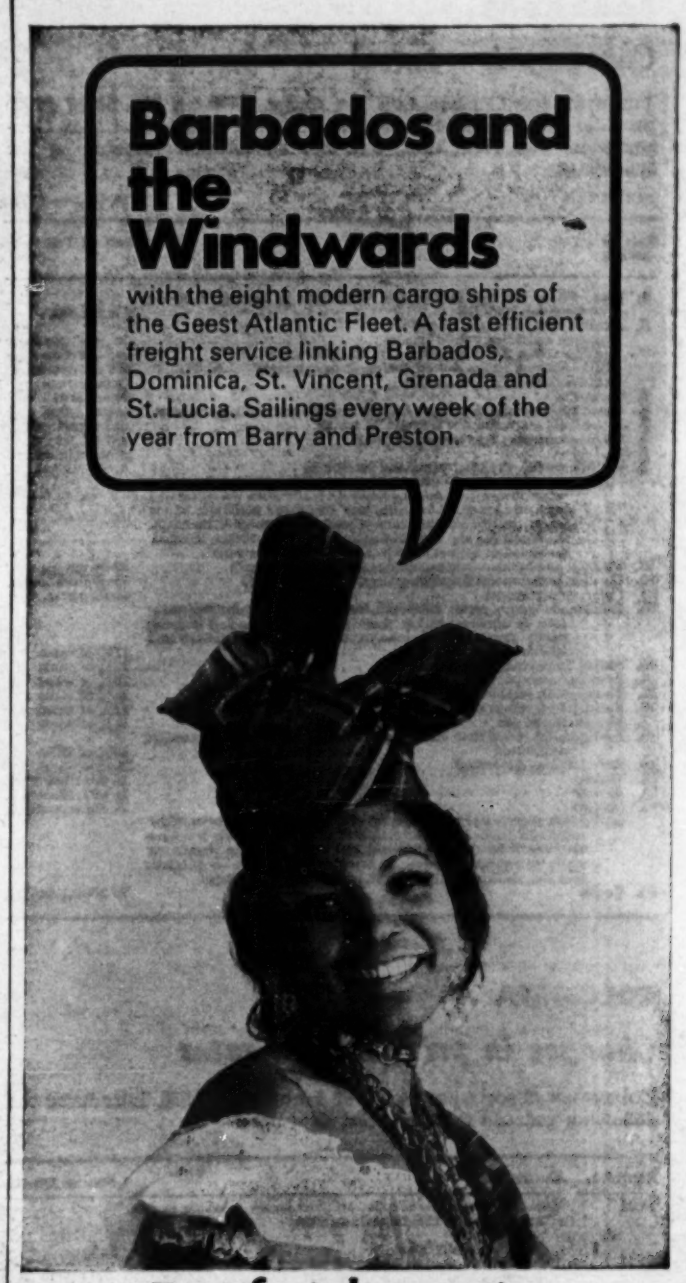
Import licensing arrangements: machinery and equipment and clothing

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of paragraph (xiv) – All types of machines incorporating a device for calculating or recording money transactions, or which are activated by the insertion of money (n.o.p.) – from Item 82 (Machinery and Equipment) and by the deletion of Item 29 (Clothing – fully or semi-manufactured – ladies' and misses', men's and boys' and miscellaneous) and the substitution therefor of the following:

'29. Clothing (all items of) – fully or semi-manufactured'.

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.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Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: Killick, Martin & Company Ltd., Dunster House, 20, Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. Killick, Martin (Birmingham) Ltd., St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. R. W. Beveridge & Co. Ltd., 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3616/7. Telex 778118. 64 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

BARBADOS

Consumption taxes

THE BARBADOS Consumption Tax Order, 1970 (SI No. 60 of 1970) provides for the deletion of the Schedule to the Barbados Consumption Tax Act, 1962, and the substitution therefor of the following:

SCHEDULE — EC$ 4.80 = £1 stg.

Item of Goods	Rate of Tax
1. Beer, within the meaning of that expression in Section 2 of the Brewery Act, 1950-18	61c per gal.
2. Aerated mineral waters in containers:	
(a) Not exceeding 7 fluid ounces	1c per container
(b) Exceeding 7 but not exceeding 10 fluid ounces	1¼c per container
(c) Exceeding 10 but not exceeding 12 fluid ounces	1½c per container
(d) Exceeding 12 fluid ounces	¼c per ounce
3. Cigarettes	2c per five
4. Gasolene, kerosene, distillates, fuel oils, asphalt and asphalt products	6c per gallon
5. Bitters (not exceeding the strength of proof)	$17·40 per gal.
6. Bitters (exceeding the strength of proof)	$17·40 per gal.
7. Cement	6c per 100 lbs.
8. (a) Still wines, sparkling wines and vermouths	$2·00 per gal.
(b) For the purposes of paragraph (a) of this item the expression 'wine' means an alcoholic beverage made from the fermented juice of grapes. It includes any fermented alcoholic liquor made from the juice of fruits other than grapes or from grain, flowers or the sap of trees and any article or product labelled, marketed or sold as wine or as a substitute for wine	
9. Cordials and liqueurs (not exceeding the strength of proof)	$5·00 per gal.
10. Cordials and liqueurs (exceeding the strength of proof)	$5·00 per proof gal.
11. Cigars and cheroots	$2·00 per lb.
12. Hand made writing paper, envelopes, letter pads and similar stationery used in correspondence (excluding exercise books) copying paper, calculating machine paper, letter paper, foolscap and similar writing paper	15% of value
13. Stoves, cookers and furnaces	10% of value
14. Accumulators (storage batteries)	10% of value
15. Phonograph records	10% of value
16. Poles, piling and posts	12½% of value
17. Manufactured gas	12½% of value
18. Refrigerators (other than domestic type refrigerators) and refrigerating equipment	10% of value
19. Refrigerators (domestic)	20% of value
20. Whisky	$6·60 per proof gal.
21. Brandy	$6·60 per proof gal.
22. (a) Gin	$4·80 per proof gal.
(b) For the purposes of paragraph (a) of this item the expression 'Gin' means an alcoholic liquor distilled from grain or malt or manufactured from rectified alcohol and flavoured with juniper or some substitute therefor. It includes any article or product labelled, marketed or sold as gin or as a substitute for gin	
23. Vodka	$5·50 per proof gal.

COLOMBIA

Changes in prior deposit rates

COLOMBIAN RESOLUTION No. 1 of January 21, 1970, introduced the following reduced rates of prior deposit:

Tariff No.	Description	Rate of Deposit
17.02	Other sugars: sugar syrups; artificial honey (whether or not mixed with natural honey): caramel:	
A	Glucose:	
1	Chemically pure	30%
49.11	Other printed matter, including printed pictures and photographs:	
B	Technical and commercial catalogues of import products	70%

PANAMA

Additional import tax increased

HM EMBASSY in Panama City report the publication of Decree No. 32 of February 12, 1970, increasing the additional tax levied on all imports from 3½ per cent to 6 per cent f.o.b. value with effect from April 13, 1970.

Meat, fish, shellfish, vegetables, milk, eggs, dairy produce and edible oils and fats will continue to be subject to a tax of 3½ per cent f.o.b.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

UNITED STATES

Gas pipeline safety standards

THE SIXTH in a series of notices concerning the United States Department of Transportation's proposals for the comprehensive minimum federal safety standards for gas pipeline facilities and transport of gas has been published.

Interested parties are asked to make representation to the United States Department of Transportation before May 18, 1970.

Further details may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404). Reference FR 2.4.70.

Transportation of hazardous materials —shipping container specifications

NEW STEEL drum specifications have been published by the Hazardous Materials Regulations Board, governing the transportation of hazardous materials in the United States.

These regulations are in addition to the amendments published on August 1, 1969.

Further details are obtainable from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7787, Ext. 2404). Reference FR 3.4.70.

Food additives

OVER A PERIOD of years the United States Food and Drug Administration has given informal written opinions to inquirers as to the safety of articles intended for use as components of, or in contact with, food.

Because of the time span involved and because copies of some of these informal opinions may no longer be on file, the Food and Drug Administration has decided to revoke all such opinions.

However, the Food and Drug Administration will replace and update opinions if requested to do so before June 8, 1970, by the recipients of the original opinions.

Approved food additives and articles subject to specific regulation by the Food and Drug Administration under Title 21, part 121, of the Code of Federal Regulations are not affected.

Further details about this notice may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 7.4.70.

Fair Packaging and Labelling Act

THE *Board of Trade Journal* of June 18, 1969 gave notice of a proposal of the United States Commissioner of Food and Drugs to exempt packages containing make-up or fragrance type cosmetics in quantities less than ¼ avoirdupois ounce or ⅛ fluid ounce from the quantity of contents declaration requirements of the United States Fair Packaging and Labelling Act.

After consideration of all the comments received the Commissioner has concluded that the proposed exemptions should not be adopted. In addition, the Commissioner has given manufacturers until July 1, 1970 to effect any label changes necessary under the regulations of the Fair Packaging and Labelling Act.

Inquiries about the above notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 9.4.70.

Cigarette labelling—warning statement

ON APRIL 1, 1970 the President of the United States signed the Public Health Cigarette Act of 1969 (public law 91 222). This amends the earlier act of 1965 by, for example, revising the warning statement which is required to be printed on every packet of cigarettes. This amendment becomes effective on November 1, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457).

Two electrically powered garbage collection vehicles, claimed to be the first to go into service in the United States, left Liverpool recently for New York in the 18,219 dwt Atlantic Container Line roll-on/roll-off container ship 'Atlantic Champagne'. Built by Crompton Leyland Electricars Ltd., at Tredegar, South Wales, one is a garbage truck, the other a bin refuse collector – the first of 400 to be delivered to I. Space Inc., Washington, during this year.

Origin marking on imported articles

THE *Board of Trade Journal* of October 15, 1969 gave notice of a proposal of the United States Bureau of Customs to amend the United States Customs regulations to authorize in certain circumstances, exception from country of origin marking, in cases where imported articles are repacked after release from customs custody in containers which are marked to indicate the country of origin of the contents.

The Bureau of Customs has now adopted the amendment with minor changes which became effective on April 9, 1970.

Inquiries about this notice should be addressed to Tariff Section, Exports Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (ref. FR 9.4.70).

CANADA

Hearing on photographic equipment: reference No 147

THE CANADIAN Tariff Board has received the following letter of reference from the Minister of Finance, dated March 16, 1970:

Dear Mr. Audette:

I have received representations to the effect that the provisions of the Customs Tariff relating to equipment used by the photographic industry have become out of date. It has been suggested that these provisions be revised to take account of developments which have taken place within the last few years.

I therefore direct the Board to make a study and report under Section 4(2) of the Tariff Board Act on the following tariff items in Schedule 'A' of the Customs Tariff:

46200-2	46230-1	46300-1
46205-1	46235-1	46305-1
46210-1	46240-1	46310-1
46215-1	46241-1	46315-1
46220-1	46245-1	46320-1
46255-1	46255-1	46325-1
		46330-1

The Board should include in its study tariff item 46200-1 in so far as it relates to photographic equipment, and such other items as the Board may consider relevant to its inquiry.

If the Board's study should indicate that amendments to the Customs Tariff are desirable, I would request that the Board prepare a revised schedule of tariff items, with recommendations as to rates of duty.

I would ask that the Board submit its recommendations as soon as possible.

Yours sincerely,
(Signed) E. J. Benson,
Minister of Finance.

Public hearing

A public hearing relative to this reference will be held in the Board's courtroom at 219 Argyle Avenue, Ottawa, commencing on **Monday, September 14, 1970, at 10 a.m.**

Proposals

Proposals concerning the wording and the rates of duty of the tariff items within the scope of the reference or of any newly proposed tariff items which are related to the subject matter of the reference should be filed in writing with the secretary not later than Friday, May 22, 1970.

Briefs or submissions

Briefs or submissions containing relevant facts, opinions and arguments in support of any proposals or in contestation of proposals made by others should be filed in writing with the Secretary, The Tariff Board, Ottawa 4, not later than Friday, June 19, 1970.

Number of copies

Two hundred and fifty copies of proposals and of briefs or submissions should be filed with the secretary; these will be distributed to interested parties on request.

Attendance at public hearing

Persons proposing to attend the public hearing should notify the secretary not later than Friday, September 4, 1970, in order to ensure that seating accommodation at the hearing will be available. Persons attending the hearing should bring with them all notices, briefs and documents which they may already have received because additional copies may well be unavailable at that time.

Further information

Parties interested in being informed of developments in this Reference 147, and who are not already on the Board's general mailing list, should request the secretary to place their names on the special mailing list for Reference 147.

New warning labels

THE CANADIAN Minister of Consumer and Corporate Affairs recently announced regulations which will require new warning labels on poisonous, flammable, explosive and corrosive products in everyday household use. The rules apply to all such products whether manufactured in Canada or imported and come into force on June 1, 1971.

Information concerning the regulations is available from Board of Trade, Export Services Division, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 457).

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

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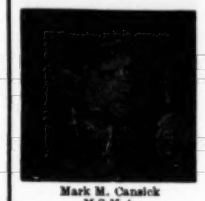

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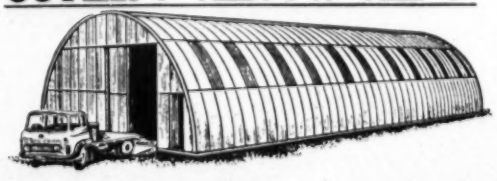

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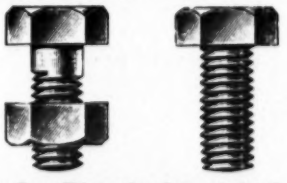

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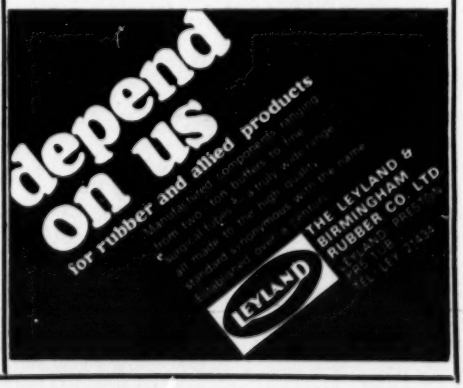

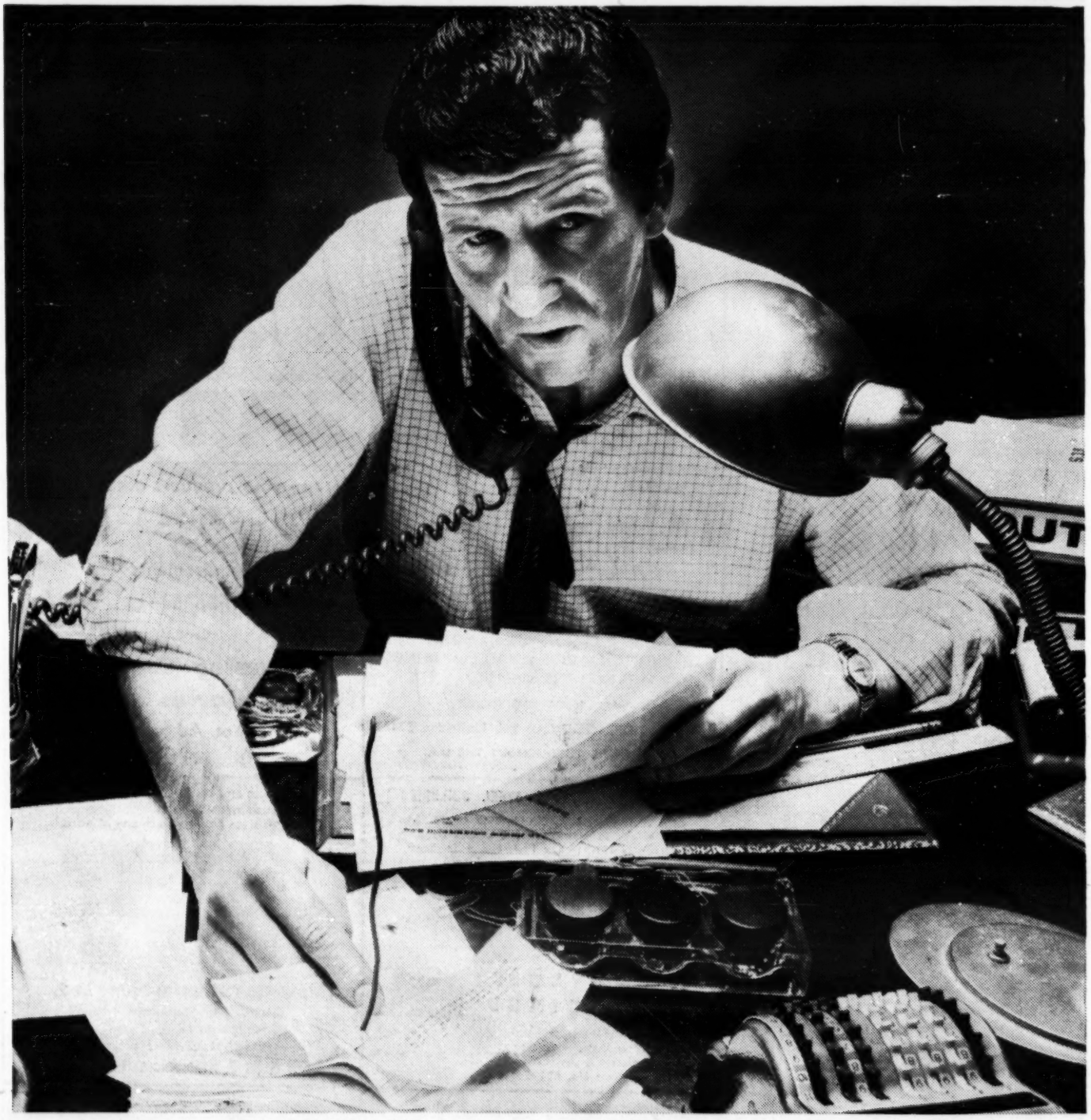

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